A Merry Christmas

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

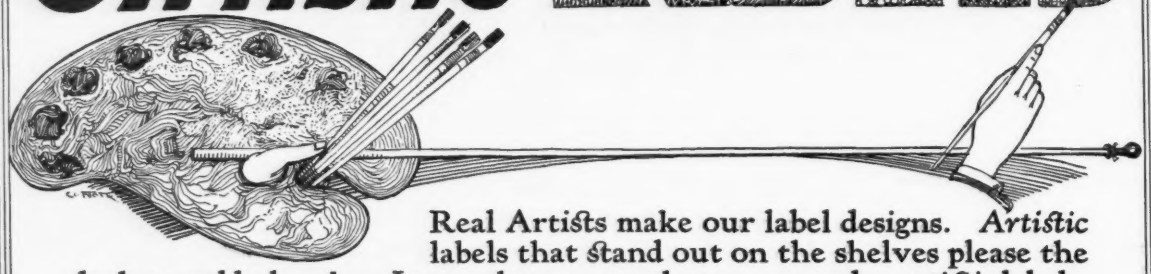
Entered as second class matter at the Post Office at Baltimore, Md. under Act of March 3, 1879

Vol. 53 | Published at BALTIMORE, (every) MONDAY, DECEMBER 22, 1930 | No. 19

The American Can Company sends its best wishes for a joyous Christmas to every member of the canned foods industry. ⁂ For our New Year's resolution let's renew our pledge—quality cans—and quality in the can. On quality rests largely the record of canned foods for 1931.

AMERICAN CAN COMPANY CANCO

Artistic LABELS



Real Artists make our label designs. *Artistic* labels that stand out on the shelves please the dealers and help sales. Let us show you what we mean by *artistic* labels. "U. S." Labels speed up production because they work right on automatic labelers.

BRAND NAMES

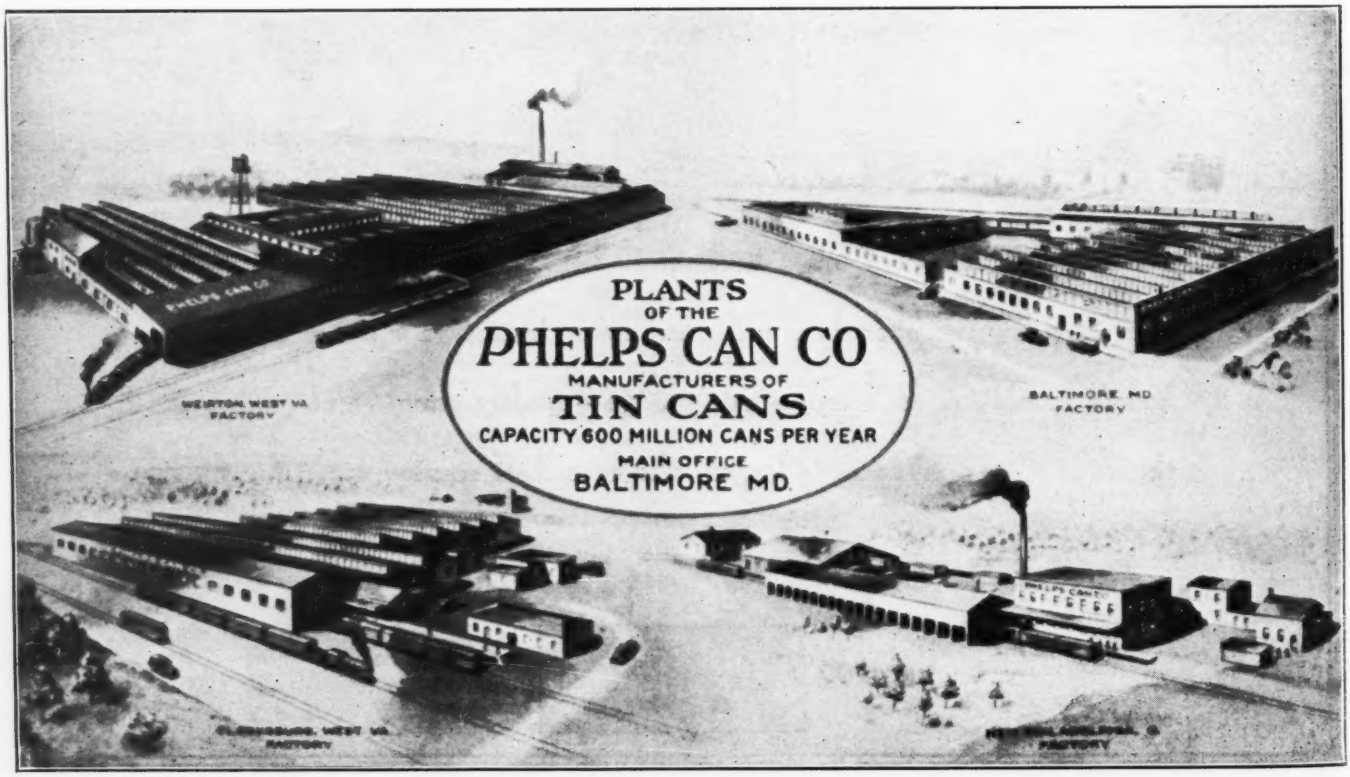
It is unsafe to adopt a new brand without first making a thorough investigation to ascertain whether or not the name is already in use.

We maintain at our Cincinnati factory a Bureau of Trade Marks where information regarding brand names—both registered and unregistered—may be had without charge.

The United States Printing & Lithograph Co.

CINCINNATI 55 Beech St. | BROOKLYN 98 N. 3rd St. | BALTIMORE 439 Cross St.

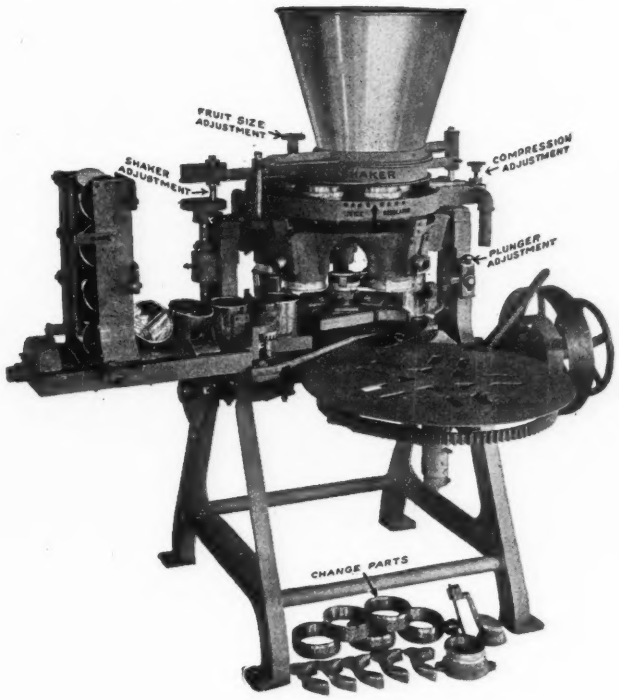
COLOR PRINTING HEADQUARTERS



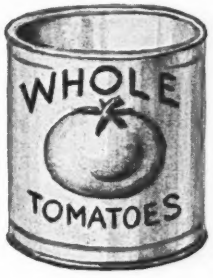
AYARS LATEST MODEL

CUT STRING BEAN and TOMATO FILLER

FOR CUT STRING BEANS



FOR TOMATOES



Also For Beets, Cherries, Plums etc.

J. H. HOFFECKER CANNING CO.
CANNED FRUITS AND VEGETABLES
PACKED IN COMPLIANCE WITH "PURE FOOD LAW"

PHONE SMYRNA, 89

Smyrna, Delaware.
Sept. 9, 1930.

Gentlemen:-

We are delighted with our new tomato filler. It is filling our cans more uniformly than any filler we have ever used. It more nearly approaches hand work than any filler we have heretofor used.

It has not mashed a single can and has given not only a more uniform fill but a more satisfactory fill than any machine we have ever used. We know that we are getting a very much better yield of cans per ton of tomatoes this year as compared with last.

We thought you would like to have this voluntary expression, hence this letter.

Very truly yours,

WOH/r.

J. H. Hoffecker Cng. Co.

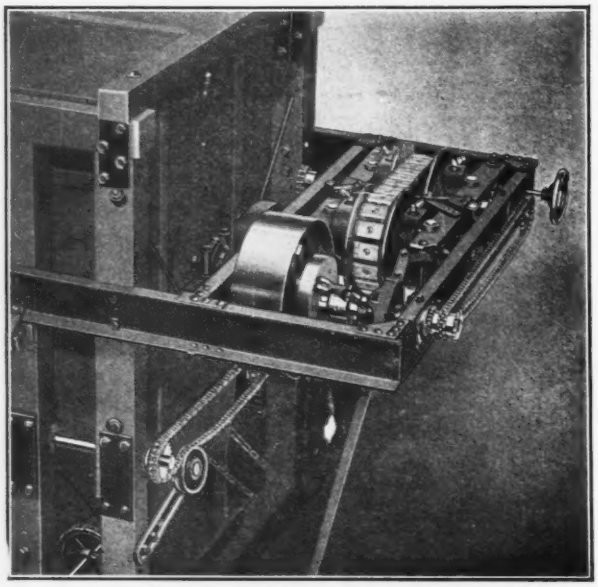
W. O. Hoffecker
President.

Manufacturers of

Pea & Bean Fillers
Rotary Syruper
Hot Water Exhauster
Liquid Plunger Filler
Tomato Trimmer & Scalder
Tomato Corer
Process Clock
Corn & Milk Shakers
Beet Topper
Beet Grader
Beet Slitter
Beet Slicer
Tomato Washer
Can Cleaner
Can Sterilizer
Angle Hanger
Friction Clutch

AYARS MACHINE COMPANY

Salem. New Jersey



1928 MODEL VINER

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Incorporated

NIAGARA FALLS, N. Y.

MANUFACTURERS OF

Green Pea Viners
Green Pea Feeders
Green Bean Graders
Green Bean Cleaners
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Can Markers
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BROWN BOGGS FOUNDRY & MACHINERY COMPANY, Ltd.
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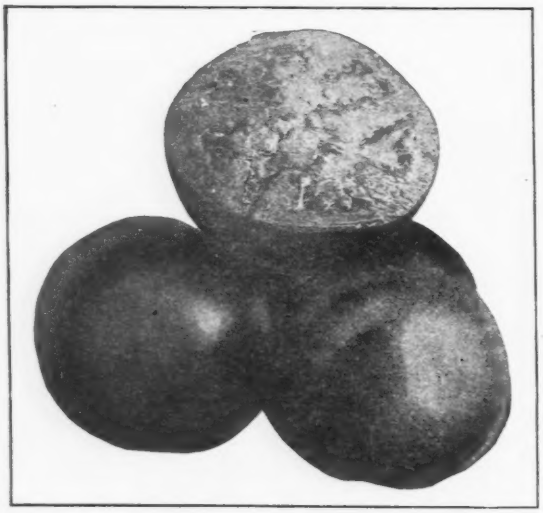
NORTHERN GROWN TOMATO SEED



We are Headquarters and Extensive Growers of all varieties of Tomatoes used by the

CANNING TRADE

and are always glad to quote prices, either for prompt shipment or future delivery, on

Bonny Best, Chalk's Jewel, Earliana, Favorite, Greater Baltimore, John Baer, Matchless, Red Rock, Stone, Marglobe, Red Head.

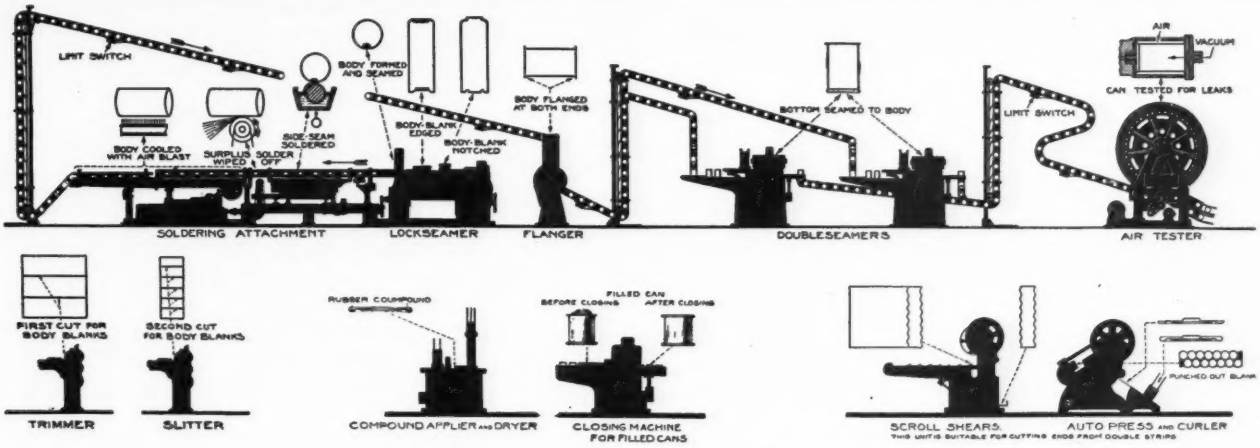
Our Stocks are unsurpassed for Earliness, Uuiformity and Trueness to Type and are largely used by the most critical canners in the trade.

Stock Put Up To Suit The Convenience Of The Canner

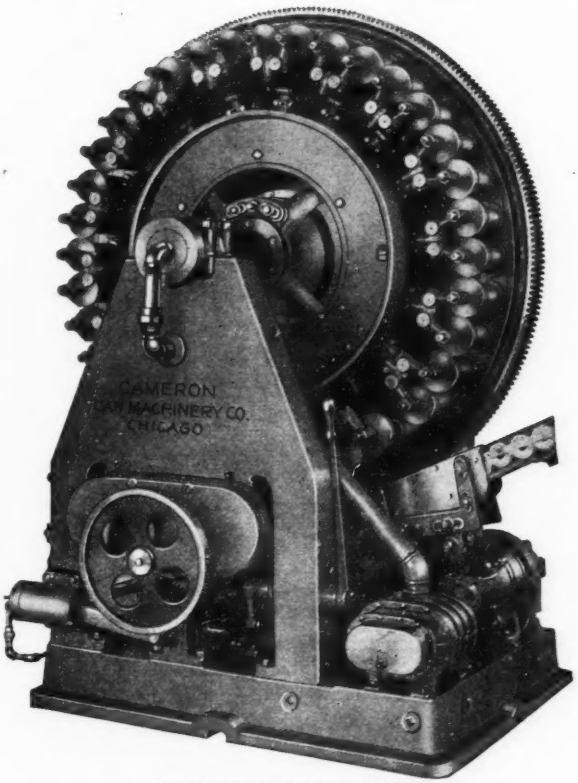
PEA, BEANS, CORN AND ALL SEEDS USED BY THE CANNING AND PICKLING TRADE

JEROME B. RICE SEED CO.

CAMBRIDGE, NEW YORK



Cameron Automatic Line-Producing 300 Sanitary Cans Per Minute



NO. 307 AIR AND VACUUM TESTER.
IT TESTS AND EJECTS FAULTY CANS WITHOUT HELP OF AN OPERATOR. MADE FOR CANS OF ALL SIZES AND SHAPES.

WHY NOT MAKE YOUR OWN CANS?

We furnish the machinery, tin plate and labor. The rest is mechanical. Substantial savings are to be made over the prevailing market price of tin cans.

CONSIDER THIS LIST OF SUCCESSFUL PACKERS WHO MAKE THEIR TIN CONTAINERS.

Nestle's Milk Products, Inc.
H. J. Heinz Company.
Armour & Company.
General Foods Corporation.
Corn Products Refining Company.
Swift & Company.
Borden Company.
Broder Canning Co., Ltd.
Phillips Packing Company.

Cameron Can Machinery Company

240 North Ashland Avenue « « « » » » CHICAGO, U. S. A.

QUALITY SEED PEAS

Canners' Varieties Exclusively

Our unexcelled seed stocks and our vigilant supervision
of their reproduction insures a superior canned product

GALLATIN VALLEY SEED COMPANY

BOZEMAN, MONTANA

With the approach of the Holiday Season, we take a moment to remember the pleasant things the year has brought, the old friends we have kept, the new friends we have made, to look forward to the coming year with optimistic faith, and to wish you a Christmas of Merriment and Rejoicing and a New Year of Happiness and Prosperity.

FRANK HAMACHEK MACHINE CO.

KEWAUNEE, WISCONSIN

Established 1880 *Incorporated 1924*

Manufacturers of IDEAL VINERS, FEEDERS, ENSILAGE
DISTRIBUTORS AND CHAIN ADJUSTERS

Tuc HUSKER

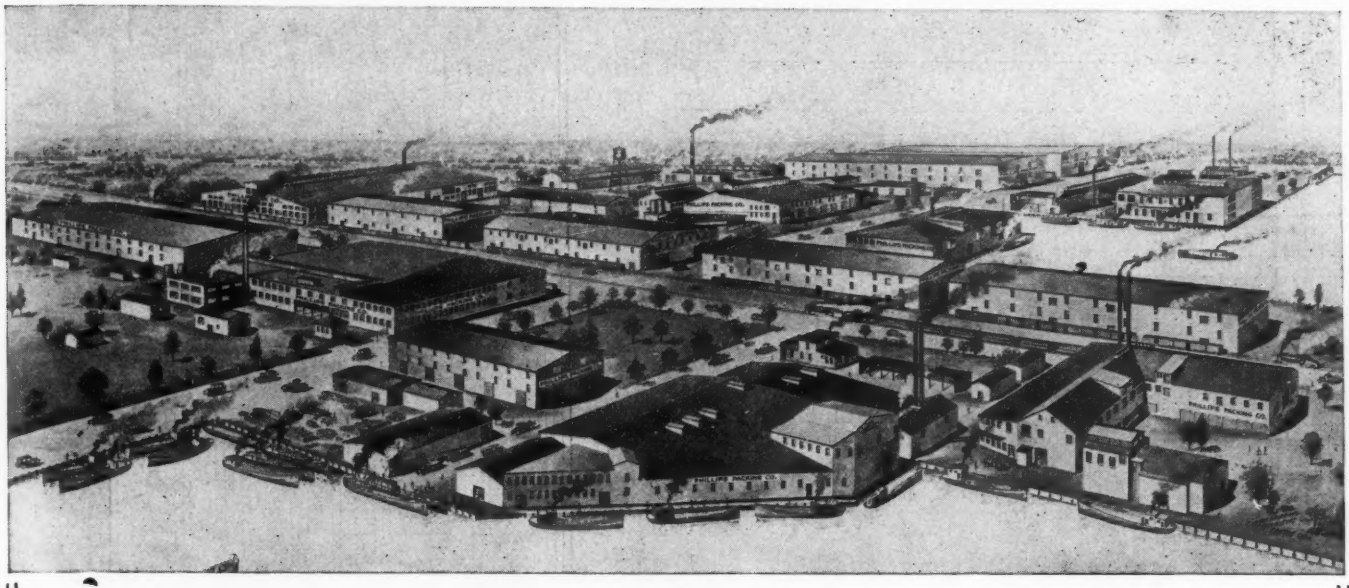
Built and guaranteed by
Fay & Scott

"Quality Has No Substitute"

THE UNITED COMPANY

CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND



Plants of the

PHILLIPS CAN COMPANY

Manufacturers of Packers Sanitary Cans

Division of the

PHILLIPS PACKING COMPANY

Packers of HIGH CLASS FOOD PRODUCTS

CAMBRIDGE, MARYLAND, U. S. A.

PHILLIPS SALES CO. Inc.,

BROKERS and COMMISSION

Canned Foods and Canners' Supplies

Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
Packers' accounts solicited.

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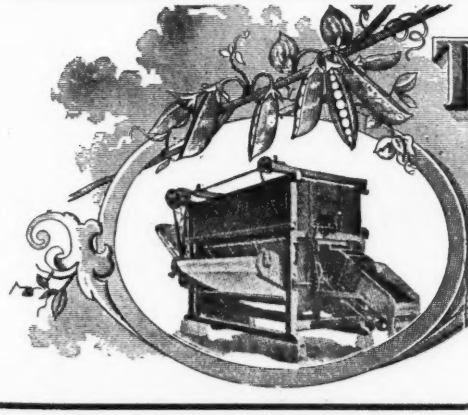

The Scott Viner Co.

PEA HULLING MACHINERY.

773 E. MARKISON AVENUE

Columbus, Ohio

THOM A. SCOTT (FORMER MANAGER OF THE LIQUIDATED CHISHOLM-SCOTT CO.) GEN. MGR.

Merry Christmas
CONTINENTAL CAN COMPANY, INC.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

Entered at Postoffice, Baltimore, Md., as second-class matter.

TERMS OF SUBSCRIPTION

One Year	$3.00
Canada	$4.00
Foreign	$5.00
Extra Copies, when on hand, each,	.10

Advertising Rates Upon Application.

PUBLISHED EVERY MONDAY
BY
THE TRADE COMPANY
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MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
BALTIMORE, MD.

Telephone Plaza 2698

Make all Drafts or Money Orders payable to THE TRADE COMPANY.

Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 53 BALTIMORE, DECEMBER 22, 1930 No. 19

EDITORIALS

A MERRY CHRISTMAS—"And the greatest of these is charity." When was there ever such a splendid display of charity as we have witnessed this fall, called forth by the suffering and poverty occasioned by the lack of work and other misfortunes? The amount and the extent of this charity has been marvelous and beautiful and it has been genuine; and it is not done yet, for you have in mind some needy one, especially the kiddies, whom you are going to look after and help, that they may know some of the joys of Christmas. Other ones that are not of your own immediate flock. And so on the basis of our opening quotation, what a scoffer he is who says that Christiantiy is dead! It was never before so alive, so vibrant or so genuine. So there will be a genuine, lasting merriment to this Merry Christmas, because of that glow in your soul because you have done something for others. The stage is all set for the merriest of Christmases, and that is our hope for you.

B E PATIENT—Canners conventions have come so thick and fast within this month that it is difficult to give each one of them the attention it deserves, and it is impossible to reproduce all the report in this one issue. So we are obliged to hold the reports of the Ohio Canners and of the New York State Canners for next week's issue. That seems a long wait, but it will be here before you know it, and they will prove just as interesting reading as if given now, and possibly more so, because you will have more time to give them. The distractions of present-buying will be over, and you will be relaxing in the holiday between.

And this says nothing about the important meeting of corn canners held in Chicago this week, but which was an executive meeting behind closed doors. Still we hope and believe that Mr Dye and his convention will let the world have a look into what was done and, what is of vastly greater importance, what the program is for the future. Great expectations are entertained as the outcome of this assembling of a single staple body of canners, gathered to talk one subject, in one language and with singleness of purpose. It is the first time that the canners of one of the three great staples of canned foods, peas, corn and tomatoes, have ever assembled for an exclusive consideration, and the industry has a right to wait with interest, and with the question on their lips: "Well, what came of it?" If the corn canners can regulate themselves successfully, other canners will feel that they can do likewise. So the corn canners have assumed a responsibility and the industry awaits the results. They cannot, therefore, remain silent, or they will be charged with failure. So we anticipate something interesting along this line.

C HICAGO OUGHT TO BOIL—All these questions considered and debated at the various canners' conventions will come to a head at the big National Convention in Chicago, and if they do, it will make a gala time.

The Mapes amendment and the legend to be used on inferior goods can furnish a full week's discussion; for after the canners have thrashed out their side of the question, the distributors will undoubtedly come in with what they will want, and as they are concerned from a different angle from the canners, it will make—well, considerable discussion. The Government holds the whip hand and well it does. When interests are permitted to bend and twist the law and its enforcement to suit their own opinions or convenience, the law and the results aimed at usually suffer. An instance in point: The wholesale grocers succeeded in having knocked out of the original food law as it was passed in 1906 the requirement of the maker's name on every package of food or drugs coming under the law. That just about wrecked the law, and it has never been possible to get that provision reinstated. If that regulation had not been dropped, but had been allowed to remain in the law, we would not now be wrestling over a legend for the Mapes amendment.

Then there is another important consideration coming to the front very strongly, and that is the weakness

of our associations in not being able to enforce any action they may take. As we stand today State and National Canners' Associations may debate in the fullest possible manner any subject vital to the industry, pass a unanimous resolution, and then every member, even those who took part in the debate, goes home to follow the resolution or not as he pleases. Resolutions as passed are empty and meaningless, and have no force, as there is no power to enforce them. Canners everywhere are beginning to say, "What's the use of them; why go to all this trouble, if all we do amounts to mere suggestion and has no force?"

The answer to this will be that the Government will not allow a trade association to put force in its actions. That answer is wrong. The Government will not interfere one minute if the action is aimed to correct a condition in the whole industry, and is done openly within the industry, because the Government knows that all such actions tend to be a benefit to the consumer, as well as to the industry itself. There is no semblance of the mythical trust oppression in such actions. The Government knows better than the canners that there is not the slightest possibility of the canners working so harmoniously together as to hurt the public. It just can't be done; it is in the realms of the impossible And the Government, as foolish as it often appears in some of its actions, is not scaring at ghosts.

There must be some punch and force put into Association actions, and it will be surprising if this effort is not attempted at Chicago. Now what a nice debate that will make!

So if you have made arrangements to be present at the big Chicago Convention, you can prepare for some real action this year; and if you had decided that you might not go this year, this will change your decision. There ought to be some real and effective work at this year's Convention, somewhat of a change from recent ones, when sales of futures and entertainment occupied most attention. Note, too, that the Tri-States Packers have endorsed Philadelphia for the 1932 Convention. A change of meeting place is needed and should have been made this year, but the questions at stake will bring the crowd, beyond a doubt.

This would be a good time and place to bring up that question of a Quality Inspector in every cannery, as suggested some time ago. The examination of samples of canned foods, under the Mapes consideration, is bringing out that need in a very forceful manner. A quality pack can no more be left to everyone in the plant than the care of your bank account. And in 1931 quality is going to play a very important role. A careful supervisor of this kind is more needed right now than ever before. And Chicago would give splendid opportunity for such action.

TIME FOR FILING LICENSE APPLICATION—Many canners have been unable to file their applications for licenses under the Perishable Agricultural Commodities Act prior to December 10, the date on which the penalty provisions of the Act became effective. This was due chiefly to the fact that the interpretation of the Act to include most canners was not announced until comparatively late.

In response to inquiries received by the Bureau of Agricultural Economics as to the date when the licenses must be secured, the Bureau is advising canners that if they are not now buying fresh fruits and/or fresh vegetables, but are merely selling the processed article, they will not need a license until such time as they resume buying these commodities in interstate or intrastate commerce, if the processed article is sold in interstate commerce.—(*N. C. A. Information Letter December 13th*, 1930.)

A DICTATOR FOR THE SALMON INDUSTRY

By F. C. Elliott.

HISTORY appeared to be in the making at the meeting of the salmon packers Friday, December 5th. A brief sketch will undoubtedly be of interest to you.

No need here to recount the ills of the salmon packing industry. They are, and have been, painfully obvious Recently packers have been giving serious and collective thought to their problems, with the result that several weeks ago a salmon packers' committee was appointed.

That committee has functioned steadily since. Appearing before that committee have been not only the majority of salmon operators, but also heads of allied industries, bankers, brokers, wholesale grocers, chain store operators, etc., with the result that a comprehensive cross section of the entire industry has been obtained, probably the first time since salmon was put into tin cans.

Along with the committee report to the packers corrective recommendations were also made. The principal proposal was that a permanent arbiter be installed, with powers similar to that of arbiters in other industries, for example, Mr. Hays, of the picture industry, and others, the purpose being to generally correct and supervise trade and packing practices within the industry.

It may interest you to know that the packers were practically unanimous in the adoption of that recommendation, the committee being instructed to work out ways and means.

This is without doubt the most constructive step ever taken by the salmon packing industry, and when carried to a successful conclusion will put the salmon business on a new plane entirely. Wildly fluctuating markets, serious overproduction, destructive competition, illegitimate speculation, unreasonable sales terms, non-enforcement of contracts, etc., it is predicted, will disappear.

An important issue of the meeting was drastic curtailment of the 1931 pack, and serious steps in that direction are now under consideration.

Manifestly these things will evolve a healthy market with a legitimate advance in prices from present below cost figures.

WM. HENRY NEAL DEAD

NEWS has just come to us that William Henry Neal, founder and President of W. H. Neal & Sons, Inc., of Hurlock, Md., and father of those well known boys, died at his home on December 14th, age 72. The Neal boys have made a splendid name for themselves as business men and canners, fitting sons of a fine father. When the history of Canning on the 'Shore is written the name of Neal will stand out prominently, for the deceased is one of the old canners of that famous canning section.

Our sympathies go out to his family, but they have much to be thankful for and to be proud of. The industry will learn with regret of his passing.

The business will continue without interruption.

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

8-Head Double End Flanger

300 Cans a Minute

This No. 315-K Bliss Automatic Flanger operates in the 300 a minute line of Bliss High Speed Sanitary Can Making Machinery and produces a perfect flange which is essential to successful double seaming. The eight heads insure easy movement with high speed and minimum wear. All adjustments are open, accessible and easily made.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

Do the job right.

Peas accurately graded make a better appearance in the can to the buying public.

Why not add this appearance and lower sales resistance to your peas.

The Hydro-Geared Grader will give your peas this appearance.

Send for the names of satisfied users and ask *them.*

Write for circular

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

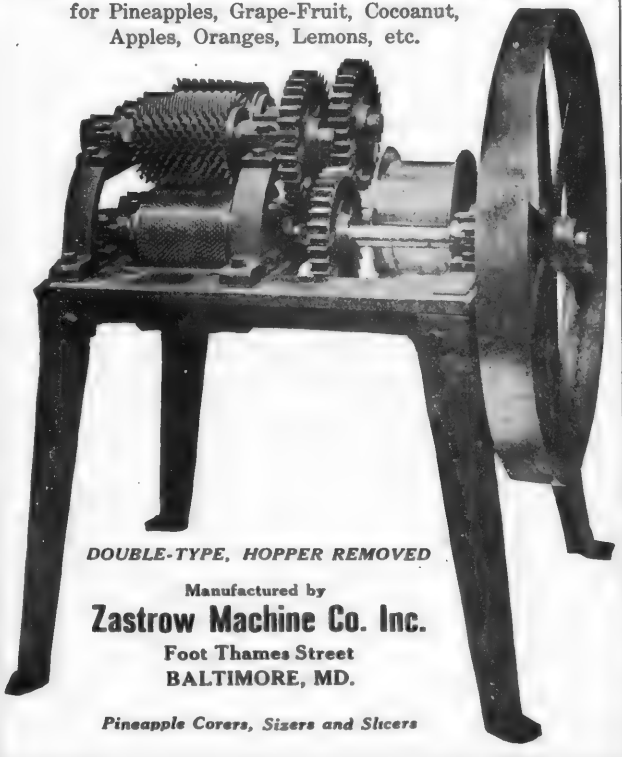
ARTISTIC LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE
SIMPSON & DOELLER
CO.
BALTIMORE, MD.

ZASTROW-MITCHELL PINEAPPLE GRATER

for Pineapples, Grape-Fruit, Cocoanut, Apples, Oranges, Lemons, etc.



DOUBLE-TYPE, HOPPER REMOVED

Manufactured by
Zastrow Machine Co. Inc.
Foot Thames Street
BALTIMORE, MD.

Pineapple Corers, Sizers and Slicers

Meeting Pennsylvania Canners

Hotel Yorktowne, York, Pa., December 9th., 1930

THE Pennsylvania canners have been making a reputation for themselves for holding snappy business sessions and getting them off on time, and President Summers was in fine form as he called the meeting to order promptly at 10.30 A. M.

Many of the representatives of the Pennsylvania Legislature and other state officials had been invited to meet with the canners on this occasion, but for good reasons most of them were unable to be present.

Mr. J. M. Flinchbaugh, a recently re-elected member of the Legislature and himself a canner and former officer of the Association, was present, and also R. J. Shettel, Louisberry, Pa., representative from York county, and Norman Wood, Peach Bottom, Pa., representative from Lancaster county, but they avoided the formality of a reception, as the President had hoped to tender them.

President Summers therefore read his annual report as follows:

PRESIDENT SUMMERS' ADDRESS

THE canning of foods has become one of the very important industries of the United States. This food canning started in some states about 1860 to 1865, yet our industry started in Pennsylvania much later, I believe 1890 to 1900. Statistics that will be presented later at this meeting will show the great strides the canning business has made in our state, and yet we now produce only an extremely small proportion of the canned foods packed and consumed in the United States annually.

Food canning is distinctly part of the agricultural industry. The establishment of a cannery in any neighborhood enables the farmers to diversify their crops and give them a home cash market for the vegetables and fruits handled by their cannery. In addition the growing of these vegetables and fruits proves these crops to be the most profitable the farmers can plant. Each canner finds it desirable to have at least one practical farmer in his employ who is fully informed as to the latest and best methods of growing large crops of the best possible quality, and also of combating insect pests and diseases, and this expert is at the service of every farmer growing for that cannery. In addition the canner supplies the grower with seed and plants of the best varieties and of the best quality that can be secured, as the canner is interested in securing large crops which must be of absolutely first class quality. The seed and plants are supplied to the farmers on credit as an advanced payment on account of contract crops, so that the farmer has no cash outlay for seed or plants. To help assure the canner of good crops the canner must be informed as to probable damage from pests like the Mexican bean beetle, and be equipped with either dusting or spraying machines and the chemicals necessary, so that as soon as the farmer finds any of his crops infested with pests like bean beetle he knows he can secure the necessary machine and material from the canner to save his crops. I know of nothing that could be of more help to the farmer generally than to have an up-to-date cannery nearby.

Naturally when unfavorable weather conditions damage the crops the canner is just as seriously hurt as the farmer. The profit from packing canned foods is less than you would believe and for any profit to be possible the canner must operate on a rather large scale and be assured of sufficient supplies of vegetables or fruits to keep his cannery operating fully as many days during the season as possible. Diminished production may slightly reduce the labor cost, but does not reduce the annual overhead at all. A season of short production, like 1930, is fully as unprofitable to the canner as it is to the grower. All of the above is very familiar to our canners, but not fully understood by some friends. Canners at times are supposed to be making a fortune annually, and are even accused of purposely making the returns to the farmers so small as to be unsatisfactory. Nothing could be further from the truth than this. It reuqires a large outlay of capital to establish a cannery, and every canner must depend upon the farmers in his immediate vicinity to grow the crops needed to supply him. It is to the canner's interest to help his growers make money, so as to keep the growers satisfied and also to secure some increase in acreage as the canners' business grows.

Unfortunately, the unuual demand for canned foods during the world war, and again during the short boom period a little after the war ended, resulted in the establishment of enough canneries to supply the excessive demand. Later, when the demand returned to normal, it immediately became evident that the productive capacity of the established canneries in the United States exceeded the consumption of canned vegetables and fruits 50 per cent or more yearly. While we believe the consumption of canned vegetables and fruits increases slightly

CHARLES G. SUMMERS, Jr.
President

each year, yet the improved transportation facilities has resulted in an enormous increase in the acreage planted in the fall and winter in our own states of Florida, Texas and elsewhere, and also in Mexico, and this results in so-called fresh vegetables being available to consumers in all of the larger cities every day of the year. While canners are inclined to ridicule the idea that vegetables that do not reach consumers until from two weeks to a month after they are picked can compare with our own vine-ripened vegetables that are usually packed the same day they are picked, yet without question the enormous supply of fresh vegetables the year round does restrict the consumption of canned vegetables.

The past season has been far from satisfactory. Depressed business conditions, reduced earnings of consumers, and this certainly reduces the consumption of canned foods and leads to price cutting to force the goods on the market. Prices for canned foods have been too low practically all of 1930, and only the exceptionally fortunate canner will show any profit from 1930 operations. In this part of the country many of our friends assume the packs of canned vegetables are extremely short, but really this is not the case, as some sections had more favorable growing conditions. The 1930 pack of canned peas was the largest ever reported, due to extremely heavy yields in New York, Wisconsin, Minnesota and other states. The 1930 pack of sweet corn has been reported as approximately 15 per cent less than the 1929 pack. No figures are yet available as to the 1930 pack of tomatoes or stringless beans, but we all know that today tomatoes and stringless beans are being offered by brokers and canners for less than the lowest possible packing cost; also that corn prices have been declining each week, so they are now about on the same basis as earlier this year, before the unfavorable growing conditions could be foreseen. These disappointing market conditions are largely due to so many canners insisting on

PEAS PLEASE.

When Sprague-Sells Machinery Has a Hand in the Job

"RICH *tender deliciousness . . . . retaining garden freshness . . . . tempting flavor*" . . . . these phrases are from the advertisements of a canner operating six Sprague-Sells equipped pea factories.

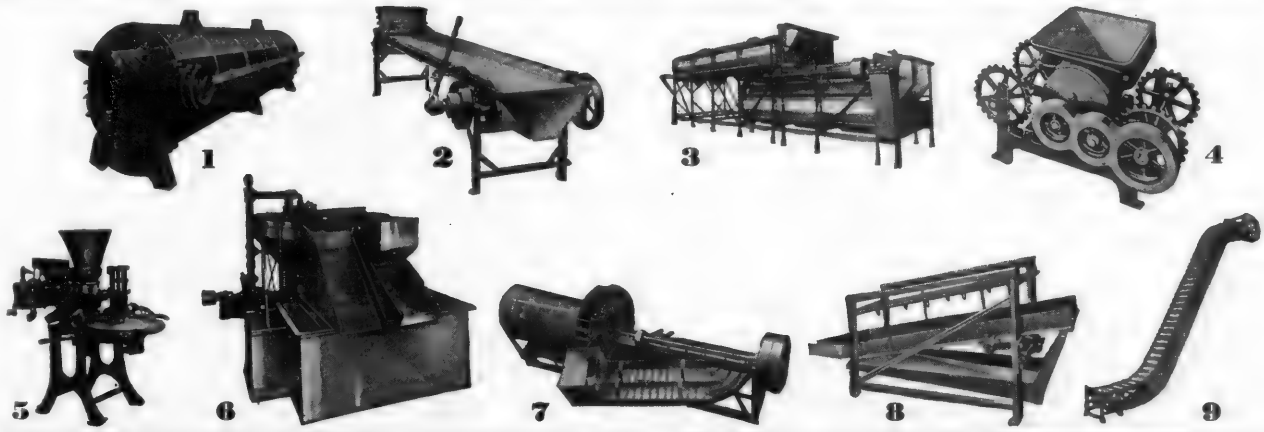
Such terms you, too, can use unblushingly . . . . if you let the latest Sprague-Sells pea canning machinery help you fulfill the promises of quality and perfection so hard to live up to without quality-producing equipment.

The machines in the Sprague-Sells line are more than bars of iron and sheets of metal fashioned into shapes to sell at a profit. Behind them is a prodigious investment of conscientious care in design and manufacture, based on painstaking research and many months' trial of the smallest details. All Sprague-Sells resources and those of its parent company, the Food Machinery Corporation, are aimed at turning out *equipment which will produce highest quality in the can at lowest cost to you.*

Sprague-Sells Quality Producers for the Pea Canner

1 Sprague-Sells Efficient Blancher
2 Sprague-Sells Sturdy Picking Table
3 *Christel Cloverleaf Grader
4 Sprague-Sells Non-Cutting Boot
5 Ayars Perfection Filler
6 *Lewis Washer and Quality Grader
7 *Olney *Duo* Washer
8 Sprague-Sells Shaker-Washer
9 Sprague-Sells Interlocking Gooseneck

*These machines are brand new for 1931. Never before advertised or offered. Real quality builders. Write today for circulars telling all about them.



SPRAGUE-SELLS CORPORATION

DIVISION OF FOOD MACHINERY CORPORATION

308 W. Washington Street **Chicago, Illinois**

selling all of their goods immediately after packing season is over. Buyers and brokers take advantage of this condition, which is only natural, as all of us want to buy anything we need as cheaply as possible. The only effort I know of that is being made to correct this condition is that a number of the corn canners will meet in the near future, hoping to hold the planting of sweet corn in 1931 at a point that will not result in an excessive pack, and to keep every canner informed as to the unsold stock of corn on hand and the sales that have been made, specifying prices so that every canner will know the available supply and the market prices, and can then use his best judgment as to selling any corn that canner owns. This Association plans to have our Mr. Louis P. Colgan attend this meeting of the corn canners, which will be held in Chicago this month, as representing the corn canners in this section, and I feel sure Mr. Colgan will be glad to report fully at our next meeting, which should be held in January.

It would be tiresome to recount the troubles, worries and disappointments of canners generally during the 1930 season. I hape each of us will be guided in 1931 by the experience we have gained.

Regarding the outlook for the coming year. We know that a normal crop year will product more canned foods than the country will consume, and that we cannot afford to increase our acreage. We also know that consumers like their canned foods to please them, and this naturally means that canned foods of really good quality will help increase the annual consumption. The canner who is extremely careful and packs goods of exceptionally good quality has less trouble in selling his goods, and certainly has a greater demand for his goods than the canner who packs goods that disappoint consumers. I want to remind you that the Mapes Law will be effective and will apply to the labeling of 1931 goods. This law requires informative labeling of inferior canned foods, and Mr. Fitzgerald, of the National Canners Association, will give us the latest information regarding this. I do not want to steal Mr. Fitzgerald's talk, but I will say that when poor canned foods must be labeled to show they are below United States standards or are inferior that the canner who has such goods for sale is going to be distinctly out of luck. No distributor will want goods labeled to show they are inferior quality. I talked to the largest buyer of canned foods in this section. and he tells me he would not dare buy canned foods where the labels showed the quality was inferior, regardless of what the price might be, as the consumer will certainly refuse to take such goods out of the retail stores. This Mapes Law will give the canner of good quality goods an advantage he never had before, as he will have some protection against the very lowest quotations, which are usually made on the very poorest quality goods, and I hope this means that prices will give all of us a chance to make a little profit, to which our investment and the work we must do certainly entitles us.

It is unfortunate that during 1930 some Pennsylvania canners, due to not fully understanding the Pennsylvania laws, violated some of the laws applying to the operation of canneries. I feel sure all of us regret this. I strongly recommend that at our next meeting, which I think we should hold in January, we invite the official of the Pennsylvania Department of Labor and Industry to meet with us and to explain so clearly the laws applying to operating of canneries that all of us will be fully informed, and that this Association takes steps to make sure that permits and other forms are available to each Pennsylvania canner in plenty of time. Part of the trouble in 1930 was due to certain permit forms not having been supplied in advance to the local school authorities, so that canners who needed working permits were unable to secure them promptly.

We canners will have to plan more carefully for 1931 than ever in the past. We must make sure that we plan to operate legally. We should put our plants in absolutely first class condition, so that when our crops are ready we can run at full capacity without delays. I especially call your attention to those who pack peas to the need of a machine that will take small pebbles and other foreign matter out of their peas. The largest specialty canner in the East buys many cars of canned peas in this territory, cutting those cans and using the peas in a product for which they have created a national demand. This canner complained at a meeting of directors of the National Canners Association of the carelessness of an occasional canner, and showed samples of small pebbles and other foreign matter that had been taken from each of several cars of peas, some of which were packed in Pennsylvania. I assume from this report that where they had this trouble they would not again be willing to buy peas from canners whose products had shown such goods contained foreign matter. Several of our machinery friends make machines that remove pebbles and other foreign matter from peas, and if your equipment does not include one of these machines I urge that you consider adding such a machine before you start packing peas the coming season. Especially bear in mind that all can manufacturers will welcome the opportunity to help you arrange your plant, and will advise you as to equipment that will help you pack a better product, and that all you have to do is to explain your problems to the can maker. In doing this I remind you that the leading can manufacturers and machinery builders are members of our Association and are your friends. Pea canners should also bear in mind the advantage of innoculating their seed peas.

We all know that our legislature will meet early during the coming year, and that in past years a vast number of bills have been introduced, some of which would so affect conditions, labor or otherwise, under which canners operate that they would have crippled or possibly entirely ended the canning of foods in Pennsylvania. With canneries operating in twenty or more states, our business is highly compeittive not only among ourselves, but with canneries in other states. Pennsylvania canners welcome legislation that helps to assure consumers that their canned foods will be of good quality packed under satisfactory sanitary and labor conditions, at the same time if the restrictions imposed by state laws makes it more expensive to pack the same canned foods in Pennsylvania than in other states, then the canning industry will disappear from Pennsylvania, as the canners will be forced to move to other states where operating conditions are more favorable or else will go broke, which means to close up.

Our Pennsylvania State College of Agriculture has been trying to help both the farmers and the canners to secure the most satisfactory varieties of seed and to grow the biggest and best crops possible. We should co-operate more closely with State College, and I hope that at one of our early meetings in 1931 our friends from State College will take a leading part in our meeting, as I believe this will help the canner and also help our farmers.

It is frequently suggested that it is easier to pack canned foods than to sell them at a profit. I suggest that every canner here plan his sales campaign for next year in advance, and that he endeavor to get reliable brokers to represent him in the markets in which he is interested. Do you realize that our broker friends offer us expert sales service for a commission that is less than it would cost us to have our own sales department? The brokers are just as anxious to get in touch with reliable canners as we canners are to secure reliable brokers, and I want to assure you these brokers are the canners' friends and that if the canner give the proper support to a good broker that broker will do his utmost to help the canner market his pack on a very satisfactory basis. In this connection I call your attention to some of the best brokers in the country being members of our organization.

To sum up, we must prepare to pack only a moderate quantity of canned foods in 1931, making that pack of the best quality possible, and as low a cost as is consistent with good quality, and we must also plan to sell these goods so that after the season is over we will have at least a little profit so as to reimburse us for our work.

Reading your trade papers will keep you fully posted.

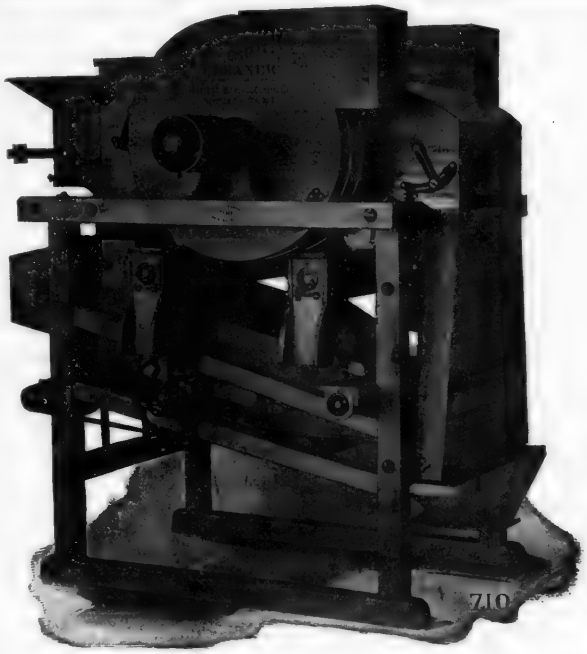
Membership in the National Canners Association will be of the greatest possible help to you, and the cost is very small, while the benefits are very great.

Membership in the Pennsylvania Manufacturers Association is very desirable, and by carrying your Workmen's Compensation and Public Liability Insurance with the Pennsylvania Manufacturers Association you will save more than enough to pay your annual dues.

It has been suggested to me that our new legislature will require the school authorities to provide school accommodation for the migrant children in our labor camps and will require the canners to send such children to school while the children are at their canneries and Pennsylvania schools are in session. This was tried a few years ago, and to one company at least the results were very satisfactory, and I think it would be unwise for the canners to oppose such a law.

It is desirable that we amend our by-laws to permit your officers and directors to fix the date of our annual meetings so as to avoid interfering with the annual meetings of other state associations. This amendment will be offered later.

I want to especially thank all of our friends who have helped prepare for this meeting, especially those who have furnished reports that have helped prepare the statistics which will be presented later, and which I believe are the first statistics covering the Pennsylvania canned food industry. I especially thank our machinery and supply and broker friends for the supper and entertainment which they will tender us this evening.



Again We Urge You

to clean your peas on the MONITOR Green Pea Cleaner. Operated properly, it does a class of work not possible on any other Cleaner on the market.

Of course, you go to the expense of cleaning peas because you want them clean. Compare the work of the MONITOR with that of any other Cleaner available and see which cleaner really cleans. You will quickly see that it makes a great difference as to how you spend your money.

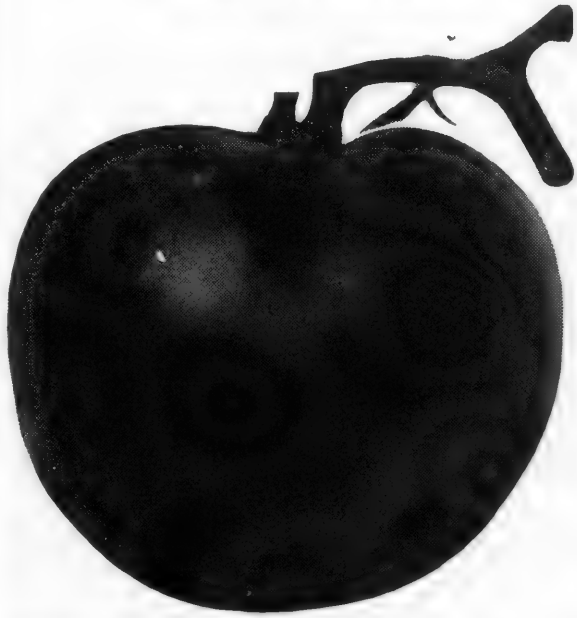
Use it in 1931 and come in to see us at the National Convention at Chicago in January and tell us your troubles. We are sure to have a cure for them.

Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.
P. O. Drawer 25, BROCTON, N. Y.
(Formerly at SILVER CREEK, N. Y.)

SPECIAL AGENTS
A. K. Robins & Co., Inc., Balto., Md.
King Sales & Engineering Co.
75 Fremont St.
San Francisco, Cal.
Brown Boggs Ltd., Hamilton, Ont.
Cannon Supply Company
Salt Lake City, Utah

Certified Tomato Seed



There has been such a persistant call for Certified Tomato Seed that this year we induced the Government of the State of Pennsylvania to certify our Tomato. They would not certify but three varieties as they told us our acreage was so large they would not attempt to do more than three varieties this year and they chose the varieties which are – Marglobe, Greater Baltimore and Bonny Best. We hope next year they will certify three additional varieties as well as the three above. This seed is all grown right here and is as fine stock as can be produced. We also grow as you know, all other varieties, giving them the same care as in the past.

Before placing your order for Tomato or other Seeds, if our traveler does not call upon you, please write us for prices.

The prices on the three above named varieties of Certified Seeds—

Marglobe $5.50 **Greater Baltimore $4.00**
Bonny Best $4.00

Our Tomato Seed is sold only in Cardboard Lithograph Sealed Packages of 1/4 and 1/2 pounds, all marked Certified Seed.

FOUNDED 1784
147 YEARS IN BUSINESS

D. Landreth Seed Company BRISTOL, PENNSYLVANIA

Following this address a motion from the floor to change the by-laws so that the dates of the annual meeting might be arranged without conflict with other state canners' associations was made and carried.

Secretary Melvin Wehler read the minutes of the last meeting, February 11th, 1930, and they were approved as read. He followed right on as Treasurer, showing the treasury to be in remarkably good condition for a canners' association with a balance of well over $1,000 and he was voted congratulations upon the efficient way in which he had handled the Association's affairs.

President Summers took occasion here to remind every Pennsylvania canner that he owed it to himself and to the Association to belong as a member. He pointed out the good work already done and the probability of considerable work during the coming year, particularly as the Pennsylvania Legislature will be in session. The Pennsylvania canners have endeavored to co-operate with the Labor Department, but it takes considerable attention and definite knowledge on the part of every canner to be able to comply, and every one of them would find the Association's work in this respect valuable and helpful.

President Summers then touched upon the deaths which have occurred to associate members particularly, mentioning Messrs. Cranwell, Rouse, Hynson and Elwood, and in respect to their memory the entire Convention stood in silence for one moment.

The President announced that Mr. Louis P. Colgan had been appointed by the Association to represent them at the special meeting of corn canners in Chicago on the 16th and 17th, and he suggested that a meeting be held after his return so that he might make a personal report. The date of this meeting will be announced later.

The chairman then introduced Mr. J. E. Fitzgerald, of the National Canners Association. Mr. Fitzgerald made an interesting and informative talk, touching upon the effect of the tariff recently enacted and investigation of relative costs in relation to this tariff. One interesting departure in this tariff business is that any one now requesting a revision of the tariff must produce the evidence, instead of, as in the old days, a complaint of that kind could result in the appointment of an investigation committee which might take months, and has been known to take two and one-half years before bringing in a report. He explained the new proposed railroad freight rates, which are to be based on the value of the canned foods offered for shipment, and the confusion this would make.

On the Mapes Law he called attention to the first hearing on the first proposed standards covering peas, peaches and pears. Ninety days after the adoption of such standards they will go into effect, and these new standards will be applied to the 1931 packs. He explained the new condition which this Mapes Amendment has brought about, dividing canned foods fit for consumption into two classes, and the necessity of plainly labeling those in the second or lower class, commonly known as sub-standards. He stressed again the fact that there is no need to change the labels in any manner whatsoever where the goods grade full standard and above. Mr. Fitzgerald explained the surprise caused every industry in the Perishable Products Act, but said that lawyers who had studied the amendment agreed that if the canned foods packed from perishable products were shipped into different states the canner would need a license. He explained the hope that out of this enactment might grow Government grading, and that in all probability canners would be justified in asking the Government to grade all products offered the canners. Such inspection service is now given to raw products, and a certificate of this kind is first-class evidence and of value to every canner. Canners must under this amendment keep a record of their crop receipts, but they do this in any event, and this will not add to their burden.

Going back to the tariff matter, Mr. Fitzgerald explained that even if a change is made in the present tariff on tomatoes, which is 50 per cent, the maximum would possibly be 50 per cent of the tariff, leaving the tariff at not less than 25 per cent, or just that much above the old 15 per cent tariff. He reminded the canners that imports of canned tomatoes have fallen heavily since the passage of the tariff, but that imports of tomato products are more than 2,000,000 pounds in excess of previous records.

As to the work of the National Canners Association, he urged all canners to be particularly careful to avoid foreign substances in the goods. He said there should be belt inspection in canning peas, so as to be sure to remove all stones. Glass from broken electric lights should be guarded against, and he warned about the danger of cleaning blanchers by using stones for that purpose. Damage suits have increased out of all proportion in the last few years, and seem to be increasing every month, and most of them are based on the presence of foreign matter in the cans.

He reminded the canners that the number of people dining out has increased tremendously in the past ten years, so that the cafeterias and restaurants are daily assuming a more important position as canned foods consumers. For that reason the N. C. A. recently prepared and issued 25,000 booklets giving recipes for restaurant purposes, and they were so eagerly taken that they were obliged to issue a second 25,000 copies.

The Census Bureau has shown every willingness to compile the stocks on hand in canners' and distributors' hands, but the canners and distributors have not shown proper co-operation. As many as five letters have had to be sent to the same house to get a reply, and then often it was unfavorable. The Government will not put up with this sort of work. As a result, upon suggestion of the N. C. A., a letter was sent to all canners and wholesale grocers, chain stores, etc., asking who would agree to reply promptly and fully, and 625 canners, 500 wholesale grocers and the five leading chain stores have agreed to reply. This will save this important statistical feature, because the Census Bureal was about ready to drop it. The census will be taken on February 1st, and it is expected to issue the figures promptly thereafter..

The Election

Mr. Scott Silver, chairman of the Nominating Committee, said that officers frequently imagine that other men can fill the position as well or better than they can, and under this impression President Summers had thought to give way to someone else, but that the committee was able to persuade him to continue on for another year, and the Nominating Committee accordingly presented the following ticket:

President, Charles G. Summers, Jr., Charles G. Summers, Inc., New Freedom, Pa.

First Vice-President, M. E. Knouse, Knouse Corp., Peach Glen, Pa.

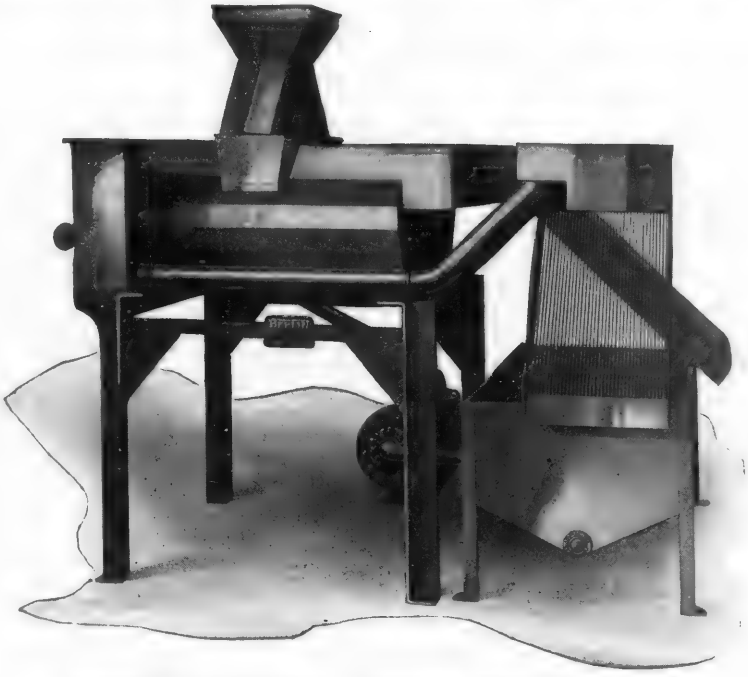
Second Vice-President, Edw. G. Ruff, Delta, Pa.

Secretary-Treasurer, M. B. Wehler, Littlestown Cang. Co., Inc., Littlestown, Pa.

Counsel, S. B. Meisenhelder, York, Pa.

Just One of Our **21** *New Machines For 1930*

Berlin Chapman
Quality Pea Separator



Berlin Chapman Quality Pea Separator

Berlin Chapman Quality Pea Separators will separate peas at any line desired, between fancies and near fancies, between near fancies and extra standards, or between standards and extra standards. They are very simple in operation and under certain conditions will save you the price of the machine in two days operation.

Berlin Chapman Company has a machine for every operation in a pea plant, as well as a complete line of machinery for any canned food.

BERLIN CHAPMAN CO., Berlin, Wisconsin

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

Other nominations were invited from the floor, but there being none it was moved that the Secretary cast the ballot, and this was accordingly done, and the officers named declared elected.

President Summers thanked the Association for its confidence in him and asked as a special favor that when letters were written all reply, and reply promptly. He again invited every canner in the state to help in the work of the Association and extended the invitation likewise to all supply men serving the canners.

With this the morning's session adjourned.

A tasty luncheon was seved in the same room to the entire Convention, members receiving their tickets gratis and others at the nominal cost of $1.25.

AFTERNOON SESSION

IMMEDIATELY following the luncheon the Convention reassembled and the Hon. J. M. Flinchbaugh was called on, and interested his listeners with a neat and to the point talk. He said that civilization is traced by empty cans, and he briefly referred to the history of canning in Pennsylvania with the first beginner T. Cooper Snyder, in 1882.

Among other things, Mr. Flinchbaugh voiced the need of lower can prices. He said Pennsylvania cans as fine goods as any state, but that it should not hide its light under a bushel. It should let the world know. He urged canners to know their costs and to price their goods accordingly, and he warned them that it will be necessary during the coming year to hold these costs down to a minimum, because of the forced lower prices now confronting the industry.

It should be mentioned here that Mr. Flinchbaugh's tomatoes won first prize at the canned foods exhibition made a few years ago at Louisville, Ky., an occasion which a great many canners will recall very vividly because the Pennsylvania exhibition stood out very prominently and Mr. Flinchbaugh's at the top.

Dr. Mack, of the Pennsylvania State College, was called upon, and said he was glad to co-operate with the Pennsylvania canners in improving vegetable products, studying the iodine content, and, in answer to a question, replied that they are running tests at the college all the time, and for the soil near the college they had found that the Marglobe tomato seemed to give best results. He warned canners, however, that differences in soil in various parts of the state might make such a finding uncertain.

Mr. M. E. Knouse was then called upon to give statistics of the canning industry in Pennsylvania, and he replied as follows:

CANNING INDUSTRY IN PENNSYLVANIA

By M. E. Knouse.

THE canning of food in the home is an old practice, and has proved to be a safe way of preserving and keeping food for human consumption, and is economically sound.

Commercial canned foods are a new product on the market. I feel sure that most of the older persons in this room today can remember when the first can of canned foods was cut and used in their home. I remember the first use of canned foods in our home, and it was with a great deal of fear that it might cause some serious illness. We felt if we got through the first night all was safe. In a very short time this fear was changed into confidence in commercially packed foods, until today I believe commercial canned foods are considered more safe for human consumption than domestic canned foods.

This change has been brought about through the splendid work of the Research Departments of some of the larger operators, and also the research department of the National Canners Association and of several of the can companies. Today canned foods are packed scientifically safe. Today the American housewife looks to the cans for a large supply of her fruit, vegetables, soups, meats, seafood, jams, jellies, etc.

This great demand for canned products has all been brought about in approximately one generation, beginning with a very small industry and expanding into an industry of considerable size. According to the statistics of the National Canners Association, we have in Pennsylvania 73 operators with 84 food canneries in operation. Of this number, 51 firms can fruits and vegetables. Three of the 51 can apples, and one of the three is the largest canner of apples in the world. Three of the 51 also can cherries.

We have six mushroom canneries in Pennsylvania, and in fact more mushrooms are canned in this state than in all the other states of the Union together. 80 per cent of the total production is packed in Penna..

We have five canners of tomato products, baked beans, kraut, mincemeat, plum pudding, etc. We have three milk canners operating eleven canneries. We have four syrup canners, and four canners of miscellaneous products, making a total of 84 plants.

The estimated capital invested in buildings, machinery and ing a total pack of 250,000 cases, with a value of $2,500,000.

The mushroom packers alone use 6,000,000 8-ounce cans, making a total pack of 250,000 cases, with a value of $2,500,000.

The apple canners use 2,275,000 No. 10 cans, making a total pack of about 450,000 cases, having a value of approximately $1,000,000. The cherry packers use about 135,000 No. 10 cans, having a value of approximately $110,000. Besides, these same packers pack large quantities of cherries in barrels for freezing.

Tomato canners use 3,070,000 No. 3 cans, making 127,917 cases of 24 No. 3 cans each, having a value of $383,750. This estimate of the tomato pack is based on the average of 1927-28-29 reports of the National Canners Association and the United States Department of Commerce.

Stringless beans, according to reports of the 1929 pack, used 9,583,344 No. 2 cans, making 383,497 cases of green beans and 15,809 cases of wax beans, or a total of 399,306 cases, having an estimated value of $790,000. Pennsylvania ranks fifth of all the states in the production of green beans.

Green bean packers used 5,400,000 No. 2 cans, making a pack of 225,000 cases, with an approximate value of $495,000.

Sweet corn packers used 5,499,763 No. 2 cans, with a total pack of 229,157 cases, which were mostly fancy shoepeg variety, this having a value of about $525,000.

Beets and lima bean packers used 1,200,000 No. 2 cans, or 50,000 cases, and having a value of $115,000, making the total value of the canned foods packed in Pennsylvania $41,550,844.

Our statistics give the following information on the value of raw products purchased from Pennsylvania farmers:

Staple Products and Milks (estimated)	$3,000,000.00
Mushroom canners paid for raw material	850,000.00
Apple canners paid for raw material	350,000.00
Cherry canners paid for raw material	40,000.00
Tomato canners paid for raw material	108,725.00
Stringless bean canners paid for raw material	239,580.00
Green pea canners paid for raw material	135,000.00
Sweet corn canners paid for raw material	160,400.00
Beets and lima beans canners paid for raw material	35,000.00
Making a total of	$4,918,705.00

Reports also show that the industry pays to labor in Pennsylvania as follows:

Staple Products and Milk	$2,500,000.00
Mushroom canners	700,000.00
Apple canners	350,000.00
Cherry canners	21,000.00
Tomato canners	95,937.00
Stringless bean canners	139,757.00
Green peas canners	556,250.00
Sweet corn canners	80,200.00
Beets and lima bean canners	22,500.00
Making a total labor cost of	$3,965,644.00

Also, we wish to state that a large portion of the tin plate used by the can companies is a Pennsylvania product, and this furnishes a market for several million dollars worth of tin plate

You will note from the statistics given that the industry has been making a gradual growth, a growth that is commendable to the industry, and, according to the statistics that are provided for us of production and consumption, it is my opinion that in our industry production has reached the place where it is just a little beyond consumption. This has brought the industry to a place in its history where it will have to watch its step in production and quality of product, for quality will be the only thing that will insure a continued and increased consumption of canned foods, to provide increased markets for all future expansion of the industry.

This is REAL Labor-Saving

This line of Max Ams Automatic Square Can Double Seamers saves the wages of ten operators.

Installed in the plant of a large can manufacturer, it is used for double seaming the top friction rings and bottom ends onto rectangular dry package cans in continuous automatic operations. These four double seamers and automatic distributor, requiring only two operators, have replaced six double seamers and twelve operators. They have reduced the floor space occupied, have lessened power consumption and reduced overhead and handling charges.

In addition to these very material advantages, Ams Automatic Square Can Double Seamers have brought others, less tangible but nevertheless important, such as improvements in the cans themselves—tighter seams, more uniformity, trimmer and more clean-cut appearance.

A line of machines that will accomplish this is a profitable investment for any square can manufacturer.

Max Ams Square Can Machinery for either sanitary or dry package cans is known wherever cans are made. Not only were Ams Machines the pioneer machines for cans of this type but they have constantly maintained leadership in development and improvement and are, today, in service in nine out of every ten plants making square, rectangular and irregular cans.

Ams Engineers are at your service to demonstrate the economies and improvements you can obtain through the use of Max Ams Square Can Machinery. Put your square can production problems up to us.

THE MAX AMS MACHINE CO. NEW YORK, N.Y. U.S.A. SANITARY CAN SYSTEMS FOR ALL PRODUCTS

The Max Ams Machine Company

(Originators of the Sanitary Can—
Pioneer Builders of Sanitary Can Machinery.)

101 Park Avenue, New York, N. Y.

I believe we have come to the place where no canner can afford to contract for a greater supply of raw materials and pack them than what he knows his sales organization can market in an orderly manner, and not take chances on the spirits finding a market. There can be no organized effort to control the peak, as this is illegal. It must be done by the individual.

The Chairman of the Federal Farm Board, Mr. Legge, has advised farmers who grow cotton and grain to decrease their acreage, and try to put the production of their farms in step with consumption. I feel that it would be well if the canner and the farmers who grow raw materials for canned products would assume that Chairman Legge is giving the same advice to them.

The worst did not happen during the past season when drought crippled the production of our farms in a great portion of the agricultural sections of the United States. The worst thing that could have happened would have been if we had had a normal growing season, as in that case we would have seen one of the greatest over-production years this country has ever known, and I believe it would have been suicide to the industry.

Most canners are very much like our farmer friends. We want everybody to cut down the acreage except ourselves, and we think that we can get away with it. Over-production is an unsound economic condition for the industry as well as for the farmer, and can only be controlled by the individual. I feel sure that over-production is not on account of lack of information on the part of the canner, as the National Canners Association and the Department of Commerce of the United States Government gather annually and furnish the industry with statistics and reports that will enable him to arrive at an intelligent decision in regard to production. It only seems to be a matter of intelligent and conscientious use of these statistics in arriving at a decision as to the quantity of canned foods that the individual canner should pack.

Perhaps the question that you would ask at this time is, Well, how can I determine the size of my pack, in order to market it in an orderly manner, and not have a surplus of unsold merchandise in my warehouse at the end of the year?

I think that we must

1st. Study statistics.
2nd. Take into consideration the carry-over from year to year.
3rd. Consider the trend in the consumption of certain products in which we are interested.
4th. Take into consideration the ability of our sales organization in distributing the merchandise.

I feel sure if we give these questions proper consideration we shall be able to distribute our merchandise and render to the public the kind of service and deliver to the consumer the quality of canned foods that they have a right to expect of us.

Dr. Huffington, also from the State College, said he found the Pennsylvania canners a good bunch and he liked to work with them.

Mr. Frank Shook, field secretary of the Tri-State Packers Association, briefly outlined some of the very important work which they intended to do at the meeting in Philadelphia, and invited every one to be present.

Mr. William Silver spoke upon the question of branding sub-standard goods under the Mapes Amendment, and after some discussion on this made the following resolution:

That the Pennsylvania Canners Association go on record that it is their opinion that the inferiority of these goods be stressed rather than excused.

And this resolution was adopted.

With that the meeting adjourned.

THE BANQUET

AT 6.00 P. M. the Get-Together Committee of the Allied Supplymen tendered an enjoyable banquet to the entire convention.

Just preceding the first course Mr. Robert A. Sindall, secretary of the Get-Together Committee and manager of the show, pulled an enjoyable stunt. He said there had been objections heard about the recent election, and before going on with further activities he thought that a prominent member of the Association should be heard. Accordingly, he introduced Mr. Scott Silver.

Mr. Silver outlined briefly the origin of the Pennsylvania Canners Association and its rapid development to its present position, with no cost whatsoever in the way of salaries to the officers and men who did the work, with the exception of a trifling stipend paid the Secretary and which is but $75.00.

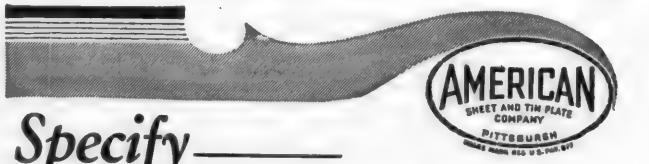
Having served the industry so faithfully, Mr. Silver continued, the members of the Association wanted to express their appreciation to President Summers, and for that reason it had developed upon him to hand this little package to the President bearing the good will and best wishes of every member of the Association.

President Summers was visibly moved, and with trembling fingers opened the neat little box to find five $20 gold pieces arranged in separate compartments and making a very pretty showing. He thanked Mr. Silver and the members of the Association the best he could under the circumstances, and the banquet went on, interspersed by a very fine entertainment furnished by talent gathered by the Get-Together Committee.

Suffice to say that the entire evening was voted a grand success.

The list of the contributors to this entertainment, or in other words this Get-Together Committee, are published in connection with the Tri-State meeting, and, as they are identical, there is no need to repeat it here.

J. Harry Cain
Merchandise Broker
Canned Foods a Specialty
Phoenix Building, -:- Baltimore, Md.



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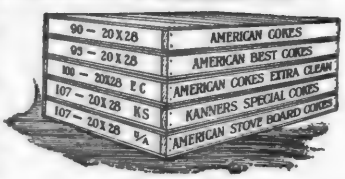
AMERICAN
COKE
TIN PLATES
We are producing a superior quality of COKE TIN PLATES specially adapted to the requirements of the canning and packing industry. Demand AMERICAN COKES—the best obtainable.

90 — 20X28 AMERICAN COKES
93 — 20X28 AMERICAN BEST COKES
100 — 20X28 E C AMERICAN COKES EXTRA CLEAN
107 — 20X28 KS KANNERS SPECIAL COKES
107 — 20X28 W/A AMERICAN STOVE BOARD COKES
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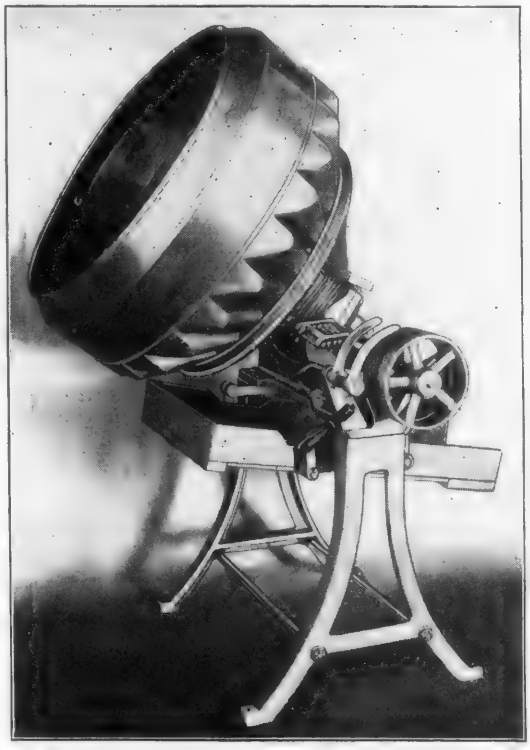
Pacific Coast Distributors — COLUMBIA STEEL COMPANY, San Francisco Los Angeles Phoenix Salt Lake City Portland Seattle Honolulu
US STEEL
Export Distributors—UNITED STATES STEEL PRODUCTS CO., New York City



Model "30" Bean Cutter

A better means for solving an old problem

Write for particulars.

WM. E. URSCHEL

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158 SOUTH NAPOLEON STREET
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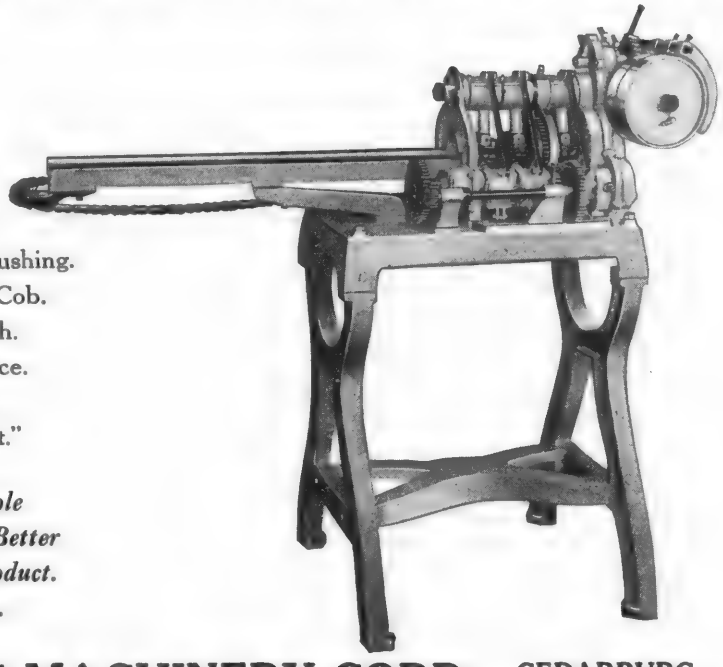
Will be shown at the Chicago Convention.

It's the *Cut* of the Kernel that counts

The HANSEN WHOLE GRAIN CORN CUTTER



1—Cuts and Discharges Corn without Crushing.
2—Does not require Blanching Corn on Cob.
3—Handles Cobs Three Inches in Length.
4—Has an Accurate Ear Centering Device.
5—Is Sanitary—Can be Easily Cleaned.
6—Is Simple, Compact and "Master-Built."

Hansen Equipment for Whole Grain Corn Makes Possible a Better Method for Handling This Product. Write Us For Information.

HANSEN CANNING MACHINERY CORP. CEDARBURG, WISCONSIN

Meeting Tri-State Packers Association

Benjamin Franklin Hotel, Philadelphia, Pa., Dec. 10th., 11th. and 12th., 1930.

THE first meeting of the Tri-State Packers Association, each year, is the assembling of the officers and Board of Directors in special session the evening before the General Meeting. This took place in the Lafayette Room early Wednesday evening, December 10th, and it is to the credit of the Directors of this very active Association that they attend almost always to the man. Association officers particularly will recognize what this means and understand why officers of this Association always thank so heartily and congratulate their Board of Directors for their splendid co-operation.

THURSDAY MORNING, 10.30 A. M.

THE 1930 Convention officially opened in the Crystal Ball Room on schedule time with President Hervey Hall in the Chair and quite a fair representation of members present. The total attendance this year does not constitute a record by quite a margin, but it was to be noted that practically all the leading canners of the Tri-States and some of the adjoining States were on hand, and the associate members representing the machinery and supplies industries, with their representatives, were all there.

President Hall called the meeting to order and briefly reviewed the year's work of the Association. This feature is traditionally minimized to make way for other considerations. But at the end of these remarks President Hall appointed the Nominating, Auditing and Resolutions Committees, and then called on Secretary-Treasurer C. M. Dashiell for his yearly report.

RALPH O. DULANY
President

Secretary Dashiell made his report as Secretary in the form of an urge for all canners in this section to join this now very lively and active Association. He pointed out that the work the Association is doing is benefiting every canner in the section, and consequently every canner ought to do his share by being a member of the Association.

As Treasurer he showed the Association to be in very excellent condition. All bills have been paid and aside from a very comfortable sum held in the name of the Seed Account, there is quite a good cash balance in bank.

Secretary Shook was next called upon, and he read from his printed form, interlarding, in his well-known forceful and characteristic style, in many places. This report is as follows:

ANNUAL REPORT FIELD SECRETARY

Five years ago almost to a day witnessed in Philadelphia the reorganization of the Tri-State Packers Association.

This movement, led by our worthy past president, N. H. Fooks, encouraged by an inspirational address by Mr. James Moore, of New York State, and supported by an ever-increasing number of progressive and far-seeing packers, has in the five years since its inception made a record of service to the industry of which all are proud.

Fortunate, indeed, has the Association been in its selection of presidents. All men of ability with the keenest interest in the welfare of the entire industry, all possessing that character of vision and foresight which marks real leaders.

The same is equally true of the personnel of the Board of Directors. Unselfishly they have given their time to the monthly meetings of the Board and have inspired the officers in their work and guided the activities of the Association in proper channels.

The close of the fifth year finds us now favored with the following:

A well developed and nearly perfect Score Sheet method of grading.

A definitely established policy of Storage in Transit.

A rate of duty on Imports of Canned Foods more nearly commensurate with the difference in costs of production at home and abroad.

A corrected schedule of Freight Rates showing reductions to more than 2,000 shipping points.

A much improved method of Financing through Federal Warehousing.

A system of Information to members through weekly market reports and special letters, telephone and wire communications and personal calls.

A well established and inspirational Short Course for canners and field men at which all matters pertaining to production of canning crops, control of diseases and of insect pests are discussed.

A Canning Crop Specialist giving his whole time to our canning crops production problems.

A Canning Crop Pathologist giving his whole time to diseases affecting canning crops and control or prevention of same.

A set up with the Maryland Seed Certification Board by which Certified Tomato Seed of highest possible quality is produced.

A surplus in the Treasury.

A whole lot more besides all these whose mere telling would not impress you half as much as the enjoyment of them through Membership in the Association.

New Legislation

Tariff—The past year has been one of legislative importance to the industry. There were three bills before Congress of great interest to Tri-State canners. The Tariff Bill covering as it did a revision of the schedule of duty on the imports of canned foods, made it of prime importance that the Tri-State canning industry be represented at the hearings by an organization truly representative. The rates of duty on canned foods as written in the tariff act are those advocated by the Association.

Mapes Bill—The Mapes Bill, which had been before Congress for several sessions, was finally passed and is now a law giving the Secretary of Agriculture the right to establish a standard for canned fruits and vegetables, and provides the labeling on all packed below that standard in such a way as to indicate plainly to consumers that the goods are not equal to the government standard. The Secretary is now formulating standards, and as public hearings are to be granted the Association will have the opportunity of presenting the ideas of its members on this important question. The program at our meeting is devoted largely to a consideration of proposed standards on canned corn, peas and tomatoes, and much light on this subject will be developed through practical canners and the scientific investigations being made at the instance of the Association.

Hope Bill—In line with more intelligent labeling of canned foods as a guide to the consumer in making her purchases of just the quality she desires, there was introduced in the last

Congress by Congressman Hope a bill authorizing the Secretary of Agriculture to grade canned foods at point of origin upon request. The bill further provides that the official grade determined by the Secretary of Agriculture may be carried on the label as a guide to the buyer. The Executive Committee of our Association has gone on record in favor of this Bill, which it is hoped may soon become a law and give to canned foods that same merchandising advantage that is now enjoyed by raw fruits and vegetables through inspection and grading by the Secretary of Agriculture at point of origin.

Labor Conditions in Canneries

Housing conditions, hours of employment and sanitary regulations pertaining to canneries are matters of constant concern both to the industry and to State officials. Conferences were held during the year with the Commissioner of Labor and Statistics of both Maryland and Delaware. At these conferences revisions of the sanitary regulations for canneries were made and the Association was informed of the many difficulties confronting the State officials in the enforcement of regulations pertaining to hours of employment and age of employees. A noticeable improvement in sanitary conditions of canneries and housing quarters has resulted.

Government Purchases Canned Foods

The office of the Field Secretary receives regularly the requests sent out by the various Government Departments for bids on canned foods. Members are promptly advised and given fullest particulars especially of all requests for bids in large enough lots to be of interest to individual canners.

Canning Factory Methods

Effect of Blanching on Peas—The attention of pea canners has been called to the wide variation in the practice of blanching peas. A review of this important phase of pea canning showed there is no uniformity practiced in the Tri-State. Some canners increasing their blanch as the peas get older and others decreasing the blanch. This whole subject was to be a matter of investigation by the Association with the co-operation of Dr. Strasburger during the past canning season. However, the pea crop was such a failure that the work was of necessity postponed until 1931.

Proper Filling Tomatoes

Over-filling of tomatoes was noticed this year in a good many instances. Now these over-filled cans are showing up as flippers, with a consequent heavy loss to the packers. Caution on this point, however, should not lead to the other extreme, but canners should keep in mind there is a happy medium between the two extremes.

Exhausting

The temperature of the contents of the can at sealing time is of vastly more importance than many canners are willing to admit. Great care should be exercised in promptly sealing the cans after each comes from the exhaust box or in case where the contents are preheated before placing them in the cans, an improvement in the line of the machinery could be made by arrangements by which all cans that have left the filler would pass through the closing machines before the line stops. The lack of proper exhausting of tomatoes is now showing up in a lot of instances in the form of flippers.

Wilt Resistant Tomatoes

An effort has been made during the year to keep canners and tomato growers advised of the varieties of tomatoes which are wilt resistant. This is occasioned by the persistent advertisements that appear from time to time that a lot of non-resistant tomatoes are wilt resistant.

Canning Crops Specialists

It is pleasing to record the continued splendid work of the Canning Crop Specialist and the Canning Crops Pathologist. The services rendered are of increasing value and supplies canners with a type of information helpful to their growers which would be mighty difficult to procure through any other channels.

Growing Tomato Plants

The experience of 1930 has again demonstrated the superiority of home-grown tomato plants. The continued emphasis placed on the proper plant beds showed more results in 1930 than in previous years. Hundreds of cloth-covered plant beds were used with splendid results. Some of the beginners, however, failed in some respects in the construction of the plant beds, but in spite of that the results justified the work and expense involved in procuring muslin and other necessary materials. Again we caution plant growers against the use of tobacco cloth and emphasize the importance of using a good grade of muslin.

Census Bureau Report

Reports of the pack of the canned foods are now being collected and disseminated by the Bureau of the Census. The Association has found it necessary from time to time to urge better co-operation with the Bureau on this important task.

Conferences

During the year three conferences of the corn packers were held and similar number of conferences of pea packers were likewise held. At these conferences much benefit is derived from the informal discussions pertaining to canning factory methods.

Canners' Short Course

This Association has been mighty glad to co-operate with the Universities of the three states in the Short Course for canners and their field men. The third annual Short Course is already booked to be held February 3 and 4 at College Park, Md., and we feel that each canner in the Tri-States would derive much benefit by attending same.

Migratory Labor

The problem of housing and the care of migratory help is receiving increased attention and undoubtedly legislation in each of the Tri-States and also in Pennsylvania will be introduced in the coming sessions of the State Legislatures. Many conferences with interested persons have been held during the year by representatives of the Association, who have given their time and spent their own money in attending these meetings at Wilmington, Del. This is another type of work that the Association is constantly called on to do which benefits non-members as much as member canners.

Railroad Co-operation

The Association has kept in constant touch with the Commission on Public Relations of the Eastern Railroads and the Car Service Bureau, which work the railroads admit has made it possible for them to better serve the industry.

Loading in Transit

A proposal was made early in the year to allow the part loading of a car at one station and the completion of the load at another station without additional charge.

There was some difference of opinion among our members of the advisability of this. The Association procured the sentiment of our members through a questionnaire and placed it in the hands of Mr. W. T. Gardner, Traffic Manager for his guidance.

Lima Bean Seed

The sad experience of our lima bean packers with bean seed in 1929 made it highly important that every care be exercised with seed in 1930. While the germination of the 1930 seed was only slightly better than in 1929, germination tests before planting gave the canner information on which to base the amount of seed to sow per acre in order to procure the desired stand. We accompanied Dr. L. L. Harter, of the Department of Agriculture, on a tour of inspection of many lima bean fields in Maryland and Delaware this year. The result of Dr. Harter's study will be given by him at the convention.

Crop Reports

Realizing that full information on every phase of the industry enables each individual canner to more intelligently plan his operations, we have made full reports on contemplated acreage on the various products followed up later by the actual acreage planted. This information has been supplemented many times during the year with a report of crop conditions covering all canning sections of the country.

Special letters on these subjects went out to our canners April 4, May 10, 16, 21, 27, 28, June 5, July 17 and 25, August 1, 8, 15, 22, 29, September 12 and 15 and October 17th.

The importance of this type of information was emphasized by President Hoover when Secretary of Commerce, in the following words:

"Stability or instability in production and distribution is largely the result of the collective judgment of the trades. They can not form a right judgment unless they know the facts as to their own business and as to the trade as a whole."

Inspection of Growing Fields

After an indication of the broad scope on which the information letters to our members are based, I wish to call attention to a letter which we sent to the members relative to the probable crop of tomatoes. This letter was based on the inspection of 462 fields of tomatoes by Mr. Goodwin, Mr. Hunter and the Field Secretary covering Maryland and Delaware, and all information received direct from an inspection of fields made in New Jersey by one of the field men in that State. During this trip many fields of other canning crops were also inspected.

Tomato Seed and Corn Seed

The work of the Association in improving tomato seed and seed corn, particularly adapted to the Tri-State sections, has been carried on. The purchase and installation of additional equipment during the year places the Association in better position than it has been before to do this work efficiently.

Ten-Ton Tomato Club

There were 250 entrants in the Ten-Ton Club this year, which shows a fine interest in this work. It is regretted that owing to the extreme drought there were such a few that qualified; however, one of the interesting parts of the annual program will be the presentation of the gold watches to the winners by Dr. T. B. Symons.

Co-operation With Agricultural Colleges

The active work of the Association brings it in close co-operation with the Agricultural Colleges of the three States. From this contact canning crops production gets the benefit of the scientific work done by the universities.

Agricultural Commodities Act

At the instance of the Department of Agriculture there was introduced in Congress a bill known as the Perishable Agricultural Commodities Act to suppress unfair and fraudulent practices in the marketing of perishable agricultural commodities in interstate and foreign commerce. The Act requires commission merchants, brokers, dealers handling such commodities to obtain a license on or before December 10th, 1930. When the bill was introduced it was called to the attention of the board of directors of the Association for fear that the wording was such as to include canners. A committee was appointed to call on the Secretary of Agriculture with a request that the wording of the bill be changed, provided it was not the plan of the Department of Agriculture to include canners within the scope of the Act. At the conference in the Department of Agriculture it was stated that no intention was had to include canners and that no difficulty would be encountered in changing the language of the bill accordingly. However, counsel of the Department of Agriculture now advises that practically all if not all canners will be subject to the law and must operate under a license. The Association has so advised all its members.

High Market Prices for Raw Tomatoes

Unusually high prices for uncontracted raw tomatoes prevailed again this year, although the prospects of a normal pack and the business conditions of the country as well as the market for canned tomatoes would not justify canners in paying such high prices. These facts were pointed out to the Tri-State tomato canners in our letters of August 25 and September 5th. So-called standard tomatoes sold recently at 65c per dozen f. o. b. factory. This would cover the cost of cans, cases, labels, direct labor, selling expense and allow 19c a dozen for the cost of the raw tomatoes. This simplifies the canners' bookkeeping to a great extent, because he would have nothing out of the 65c to pay for the other items of costs. In order to come out even at 65c he would have:

No fuel costs.
No rental of closing machines.
No repairs of buildings, machinery, etc.
No insurance.
No taxes.
No office expense.
No indirect labor, such as labeling, loading, supervision.
No depreciation.
No interest on borrowed money.
No miscellaneous items of expense, such as samples, expressage, rejections, flippers, rusty cans, storage charges.
No traveling expenses.

Spring Meeting

The spring meeting of the Association held in Baltimore, April 2 and 3, emphasized very sharply the crude labeling and merchandising of our products. Samples of canned foods packed in all sections of the country were purchased at random from retailers' shelves in Baltimore and surrounding towns. These canned foods were graded for quality at the spring meeting, and all remember distinctly the interesting report made by the grading committee. The full lesson from this experience could not be worked out in the short time intervening between the meetings. Later a complete study of the character of labels on the cans purchased, the prices paid for each and the quality of the goods developed this extraordinary situation: 24 brands of canned corn were purchased and those that proved upon grading to be standard corn cost 16.92c per can. The 14 cans of extra standard corn cost 15.85c per can. The one can that proved to be fancy corn cost 17c. In one chain store 4 cans of corn were purchased, each a different brand, at 8⅓c, 15c, 19c and 19c each. These 4 cans graded standard and the two at 19c were not as good as the two at 8⅓c and 15c. Also 4 cans, different brands, bought in chain stoes at 8 1/3c, 8 1/3c, 8 1/3c and 17c each were extra standard quality, with the 17c can not as good as one of the 8⅓c cans. The average prices paid for these 8 cans of corn was 15⅓c for the standard corn and 10½c for the extra standard corn. The same inequalities occurred in corn bought at the old line retail stores. Different brands of corn were bought at 12c, 15c, 18c, 21c and 25 each, all grading standard, with no difference in the quality between the 25c can and the 12c can. In these same stores extra standard corn cost 10c, 15c, 15c, 15c, 18c, 20c, 20c, 20c, 22c and 25c, all of different brands. Here the 10c and the 15c cans were much better than those costing 20c, 22c and 25c each.

A study of the labels as a guide in buying develops the same absurdities. Two of the 9 cans of standard corn were labeled fancy quality. The other labels were merely brand names without any indication of quality, although 4 of them were advertised brands. Of the 14 cans of extra standard corn 4 were labeled fancy, 1 extra standard and the remaining 9 mere brand names without any indication of grade.

Similar inequalities were noticed in lima beans, string beans, peas, tomatoes and all other products that were graded at the meeting.

Intelligent Labeling and Merchandising

The situation above cited can be remedied by proper application of grading at point of origin, labeling in accordance with the grades determined and merchandising by such grades. These features are all covered in the proposed Hope Bill, previously mentioned in this report. Recent issues of canning trade papers carried an article on the advanced work the Canned Foods Association of Japan is doing along this line. The care they exercise in grading their products is indicated by the fact that in a recent grading of seafood products only 56 lots of 190 examined passed inspectors and were worthy of carrying the Association label of quality.

Great Britain has also established a National Mark scheme in the marketing of their fruits and vegetables.

The Federal Government has the machinery set up and is now using it in grading thousands of carloads of fruits and vegetables each year, having graded 288,439 carloads the last fiscal year. Bear in mind this grading is optional and would be so if applied to canned foods.

Farm Relief

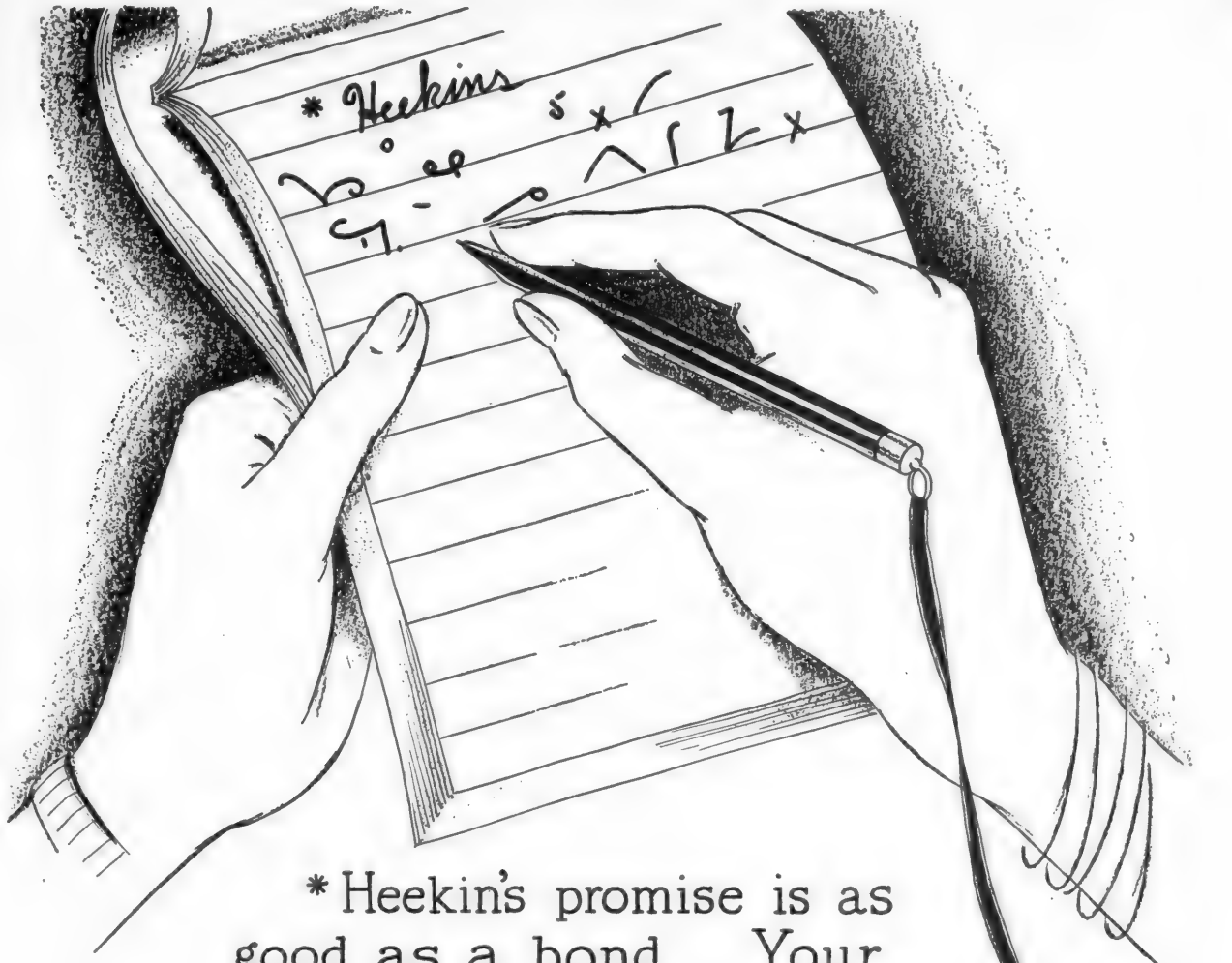
Nation-wide attention has been directed toward relief of farmers who suffered from the unprecedented drought in many of the states the past year. From statistics of the tonnage of the canning crops purchased in the Tri-States by our canners, together with the premium paid per ton or basket above the price paid by some of our competing canners in other states, it develops that we are handing out to our growers a premium of over $2,500,000 each year. This handsome contribution to farmers by the Tri-States canners has gone a long way towards making it possible for them to weather the adverse conditions of 1930.

Tariff Hearings

The signature of the President to the recent Tariff Act was hardly made before a movement in behalf of the Italian Chamber of Commerce of New York city was on foot to get a recommendation from the U. S. Tariff Commission for a reduction of the rate of duty on imports of canned tomatoes and tomato paste.

It will be recalled that this Association began its campaign in 1926 for an increase in the duty on imports of canned tomatoes which at that time was only 15 per cent ad valorem. After an unusual amount of detail work, many meetings in the Tri-State and conferences in Chicago and Washington over a period of four years, we saw the duty increase to 50 per cent ad valorem. Now we are face to face with a problem of supporting that rate of duty before the Tariff Commission at a hearing set for December 17th in Washington. The previous hearing before the Tariff Commission, when the canners petitioned for an increase in the rate of duty, was based on costs figures obtained in 1926 and 1927. It will now be necessary for the Association to revise this information and bring it up to date. The Tariff Committee is already at work in anticipation of the hearing, and will do everything in its power to place before the Commission the true situation as between the cost of packing and merchandising domestic tomatoes, and the same operation in Italy, our principal competing country. To do this most efficiently the Association's Committee must have the hearty co-operation of every Tri-State canner. The Association has kept the industry fully advised each month of the imports of canned tomatoes and tomato paste to this country. Under the low rate of duty imports of canned tomatoes were on the increase. Now, under the high rate of duty imports of canned tomatoes are decreasing, but imports of tomato paste are increasing.

F. M. SHOOK, Field Secretary.



*Heekin's promise is as good as a bond. Your quota of cans will be delivered on time.

Those canners who insist on Heekin Cans year after year are our best salesmen. Many of them, unknown to us, write glowing letters of recommendation to their friends in the canning industry. They know that Heekin's promise is as good as a bond . . . that every shipment is delivered on time . . . that Heekin quality is a standard in the industry and there is a personal interest between Heekin and the canner. That is the reason our customers stay with us and go out of their way to recommend Heekin Cans to their friends. The Heekin Can Co., Cincinnati, Ohio.

HEEKIN CANS

REPORT OF TRAFFIC MANAGER

Traffic Manager W. T. Gardner was next called upon and made his report as follows:

"Effective November 5, 1930, canned goods, viz., cranberries, cranberry sauce and cranberry jelly, in tin or glass, carloads, from New Egypt, N. J., to New York and Brooklyn, N. Y., via Hightstown, N. J., and P. R. R., 21½ cents per 100 pounds, reduction $3.60 per car, in tin and much greater on shipments in glass.

We handled with carriers a request of our members the extension of time for acceptance of shipment on the old forms of bills of lading, because of large supplies individual bills of ladings not used, that request has been taken care of by carriers extending the time until July 15, 1931.

We filed a protest with the Trunk Line Committee as well as carriers against their proposal to cancel commodity rates on tin cans. We have received advice that carriers have requested the I. C. C. to postpone effective date until after a decision, has been rendered in Metal Container Investigation I. C. C. Docket No. 22426, and the Commission has ordered the suspension of all tariffs.

We have up with carriers a number of rate adjustments, such as I. C. L. commodity rates to New England, carload commodity rates to Malone, including tomato juice same rate as canned foods, all of which the carriers have so far not granted, and most of these tied up in the new rate adjustment, and practically frozen, because of the excuse of carriers that they cannot do anything until after they make their new class rate adjustment.

We have quoted a number of rates to members, and given other miscellaneous information, and some claims pending adjustment.

There will be many changes in rates under the recent decision in Eastern class rate case, I. C. C. Docket 15379, which will require some study and check up before we can say definitely just what effect this will have on the industry."

With this the morning session adjourned, as the pea canners were scheduled for a very important session in the Betsy Ross Room, the chief matter of consideration being the sampling of canned peas under the Mapes Law and the legend to be used on sub-standard goods.

AFTERNOON SESSION

PRESIDENT Hall called the meeting to order at 2.00 P. M and made it plain from the beginning that the session was to be devoted to the consideration of the Mapes Amendment to the Pure Food Law.

The first to speak on this matter was Mr. S. Hall Wrightson, who, while a young man, may properly be considered as the father of the score sheet system for grading of canned foods. Mr. Wrightson spoke as follows:

SCORE CARD GRADING

By F. Hall Wrightson.

TWO years ago at our annual meeting this Association went on record as favoring the passage of the Mapes Bill. That bill is a law, providing for the establishment of minimum standards for canned foods and for the statement of inferior quality on the labels of all canned foods falling short of these minimum requirements. The officials responsible for the establishment of these minimum standards are here today to discuss with us these definitions, some of which definitions namely, tomatoes, peas pears and peaches, they have already tentatively decided upon and published.

The proposed standards for canned tomatoes were mailed out during August.. They included so many changes from methods of determining grade which are generally in use that the officers of this Association decided to study these new methods by practical application.

The provision for limits of allowable bacterial and mould count was one on which we had no experience nor could we find any who had. We, therefore, turned this work over to analytical chemists, who specialize in this type of work, furnishing them with samples representing both normal and exaggerated conditions. We asked the laboratories of the American and Continental Can Companies and that of the University of Maryland to make similar tests.

The provision for the determination of solidity in canned tomatoes by drained weight brings up again the old argument as to the fairness of this method. We found that there existed very decided opinions against this method, but that no definite records were to be had that would show the effect of the jostling received in transit upon the solidity of canned tomatoes. To make this test as accurate as possible we had some of our board members pack us a few cases of tomatoes by hand, packing the cans in pairs, so that both cans of each pair were as nearly as possible alike. After shipping half of these cans and having them returned to us, we were able to make a careful comparison with the companion cans which we had retained. This comparison covered both appearance and the general solidarity as as determined by drained weights. The result obtained in this experiment showed that the standard No. 2s that were shipped lost 5 per cent in solids and that the extra standard 3s lost 16 per cent in solids, as determined by drained weigght. The loss in the appearance of the contents was far greater than the above percentages. These samples traveled by mail, and probably received more handling than they would have received by carload freight. However, the mail cars in which they rode give less vibration and jostling than the average freight car. Experiments for drained weight were also made by the laboratories of the can companies, by the University of Maryland and by commercial chemists, the latter also making tests as to the loss in drained weight occasioned by freezing. The reports of these investigators will be made this afternoon. These reports will give the canners present something definite on which to judge and express their views of the correctness or incorrectness of the proposed methods.

Proposed definitions for standards on peas, pears and peaches were issued last week, also the proposed emblem for designating on the label sub-standard grade. As to the emblem, "Below U. S. Standard—Legal—Wholesome." The statement has been made that the presence and prominence of the words "Legal" and "Wholesome" will enhance rather than depreciate the product in the opinion of the average consumer.

We find that the method proposed for determining the stage of maturity of canned peas is entirely new to us. This standard provides the percentage allowable of hard and of firm peas and provides for the determination of those qualities by a pressure test to be applied to the pea after removing the outer skin. This opens up the question as to what part the skin itself plays in relation to the toughness and the palatability of the pea, and whether it should not be considered just as much as the inside of the pea. Also the aparent tediousness of this test raises the question of practicabiity. Like the tomato standards, time will be required before it will be possible to complete practical experiments with these methods. In the meantime we do not feel that we are in a position to pass on these methods at the hearing which is announced for December 15th, at which time we will be offered an opportunity to comment or offer suggestions. We trust that an arrangement can be made whereby we will be given sufficient time to study briefly each proposed standard before being called upon to comment from the canner's angle. We believe that the canner knows his own product and the problem involving quality better than anyone else, and that his experience can be used to great advantage in the promulgation of standards.

One feature of the Mapes Law that has caused apprehension on the part of the Board of Directors of this Association is the fact that it does not provide a way for the canner to obtain the government's approval or disapproval before the labeling of any lot which the canner believes to be a standard, but to be near the dividing line between the sub-standard and the standard class. Take a concrete example. A canner has a block of goods which after careful examination he believes to be standard. He has one of two courses to take, either label the goods standard and risk the penalties for breaking the law should a government investigator decide that the lot is sub-standard, or play safe, label the lot sub-standard, and pay for his carelessness by having to accept the price of sub-standards. An unscrupulous buyer can call for government inspection on a lot shipped in interstate commerce after knowing that the goods have been submitted to excessive abuse while in his possession.

These are the reasons why your board desires legislation providing the canner, or others financially interested, the privilege when desired of having any portion or all of their canned foods graded by the Government at point of origin, and further providing that lots so graded may be labeled to show the official grade so determined. This would give the canner a means of officially determining the grade of any lot in question, and further provide that grades so determined represent the quality of the goods as they leave the canners' warehouse, and not as they are after a long shipment entailing perhaps many handlings. truckings, and in some cases exposure to hard freezing.

Other features of this desired legislation would be in the interest of both canner and consumer by providing for the indication of the grade on the label. This would not simply scarlet

letter the worst, but would show the relative grade of each, and would give the consumer the opportunity to select the particular grade she desires. To one used to eating extra standard and fancy canned food, a standard is just as objectionable as is a sub-standard to one used to eating a standard quality food. Quality, therefore, is relative, and no one dividing line can make a satisfactory division between good and bad so long as both are wholesome.

The report of the field secretary on the experiment made last spring of grading canned foods purchased from reliable independent and chain stores showed that price is not a guide to quality. These goods represented packs from all over the country. Some of the cans labeled fancy were actually poor standards.. The highest price can of corn in the lot, retailing at 25c, proved to be little better than an average standard. The only can that was a fancy sold for 17c, and many of the cans selling for 8 1-3 proved to be better than those selling for from 15c to 25c each. The Mapes Law cannot correct this situation, and the housewife must continue to buy in the dark. In the meantime we cannot expect to make of her a satisfied customer, or appeal to her by advertising, until we can tell her how to buy that which she wants.

Your committee, in conjunction with the National Association and with Government agencies, has done considerably work during the past five years on definitions and standards for canned foods, which work has culminated in the adoption of a definite set of standards by the Warehouse Division of the Department of 4griculture.. These definitions have been used most successfully by them for the grading of between five and ten million cases of canned food in the past three years. The Wisconsin Canners Association graded four million three hundred thousand cases of peas this year under this system, and their decision was upheld in all but one case of rejection. This one has not yet been settled. It is our belief they can be used just as successfully at present in drawing the line between standard and sub-standard quality as provided by the Mapes Law, and can be used later for a determination of all grades, if legislation is adopted to provide for this.

To sum up, I wish to ask the canners and food administration officials who are present to consider the results of our investigations with their relation to the following:

A proper emblem or legend for the marking of sub-standard grade..

For tomatoes.

A mould and bacteria count that will be neither too high nor too low.

The practicability of drained weights..

Grading at points of origin.

For peas.

The measuring of toughness by pressure.

The elimination of skin as a factor in considering toughness.

The mechanical practicability of the pressure method.

The next speaker taking the scientific end of the subject was Mr. LeRoy V. Strasburger, and his remarks in full follow:

SCIENTIFIC DETERMINATIONS

By Roy V. Strasburger, of Strasburger & Siegel, and Director Technical Service, Metal Package Corporation, Baltimore.

WITH the passage of the McNary-Mapes or "Canners Bill" at the last session of Congress a difficult yet definite duty was imposed upon the Secretary of Agriculture. The responsibility was placed in his hands, first, to define each staple canned food, and second to set up a measure by which a line of demarcation could be clearly drawn between cans of standard quality and those below that standard. The Department of Agriculture, realizing that your industry was instrumental in having the bill enacted into law, has requested your criticism and help. This was evidenced by a quiet distribution among the canners of the tentative standards for canned tomatoes during the latter part of the past summer.

Shortly after the issuance of these definitions for canned tomatoes we had a conference with Mr. Shook concerning some test work to ascertain their adaptability to tomatoes canned in the Tri-States. At the same time we visited a number of our clients and impressed upon them the necessity for using the standards as a yardstick to measure the quality of their individual packs, so that when hearings were held on these standards they might be able to express a forceful and intelligent opinion upon them. In pursuit of this information we were called upon to make critical examination of a large number of samples, and through the courtesy of our clients are pleased to report upon these results, as well as upon the samples sent in to us by Mr. Shook. In several instances check tests were made upon samples at the factory and upon duplicate samples shipped long distances by rail freight, express or parcel post.

In determining the percentage of drained tomato solids the definitions only state that the minimum shall be 50 per cent. No mention is made of the proper net weight to be used as the divisor in the calculation. In all of the results reported herewith the net content of the can completely filled with water at 68 degrees F. was used to calculate the percentage of drained tomatoes. These capacities are given in the recently adopted official standards foo canned tomatoes under the United States Warehouse Act. They are as follows:

No. 1	10.913 oz.
No. 2	20.60 oz.
No. 2½	29.706 oz.
No. 3	34.998 oz.
No. 10	109.40 oz.

These weights are not given as an indication of what may constitute a properly filled can of tomatoes. As a matter of fact, I enjoin you from attempting to pack 20.6 ounces of tomatoes into a No. 2 can, as the resultant pack will certainly show a lack of head space and possibly develop flippers from overfilling.

Twenty-five sample cans of tomatoes were collected by Mr. Shook from various sections of the Tri-States and sent into our laboratory for examination. Fourteen cans were of the No. 2 size, five cans of the No. 3 size, four cans of the No. 10 size, and one can each of the No. 1 and No. 2½ sizes. The maximum percentage of drained tomatoes found was 79.2 per cent (this can being a flipper from overfilling); the minimum of 44.3, and the average 57.8 per cent. Five cans, or one-fifth of all of those submitted, were below the minimum prescribed, 50 per cent.

Let us look a little closer at these cans that would be graded sub-standard under the tentative standards. The only No. 1 can in the lot showed 49.2 per cent drained tomatoes; the can had been machine filled, exhausted and cooked in a continuous cooker for 18 minutes at 212 degrees F., and air cooled in wooden cases. A No. 10 can showing 46.8 per cent drained tomatoes had been machine filled, exhausted, and processed 13 minutes at 212 degrees F. in a continuous cooker, and cooled in air in the pile. A No. 2 can showed 47.4 per cent drained tomatoes. It had been machine filled, but not exhausted, cooked in an open retort for 25 minutes at 212 degrees F. and stacked away in fiber cases to cool. A No. 2 can showing 46.2 per cent dained tomatoes had been machine filled, not exhausted, processed thirty minutes in a retort, and air cooled in cases. Another No. 2 can showed 49.3 per cent drained tomatoes; it had likewise been machine filled, exhausted, processed 25 minutes at 235 degrees F., dipped into water and stored in cases. The stock in this instance was reported to be very good, yet this was the poorest of all the cans examined.

Now let us look at the best cans. The highest percentage drained tomatoes found was a No. 2 can with 79.2 per cent, the stock from which it was packed was of fair quality, the can was machine filled, given a slight exhaust, and processed for 45 minutes at 214 degrees F., and water cooled. A No. 3 can showing 68.5 per cent drained tomatoes was hand packed from fair stock, exhausted, processed for 45 minutes at 212 degrees F., and cooled in water and air. Two No. 2 cans showing respectively 66.2 per cent and 66.8 per cent drained tomatoes, packed from fruit that was softened by heat and showers, were machine filled, not exhausted, cooked in open kettles 30 minutes at 212 degrees F., and cooled by 'windrowing" the wooden cases.

Thirty-three different packs of No. 2 tomatoes were then purchased at retail in Baltimore. They had been packed in varying sections of Maryland, Delaware, Virginia and California. The best can showed 68.6 per cent drained tomatoes, the poorest 40.6 per cent, and the average 58.8 per cent. Only one can of the 33 fell below the prescribed 50 per cent.

In an effort to determine the effect of shipping on the percentage of drained tomatoes duplicate cases were packed as nearly alike as commercial conditions would permit. The first case of 24 No. 2 cans examined showed a maximum percentage of drained tomatoes of 74.7 per cent, a minimum of 63.1 per cent, and an average of 69.5 per cent. The duplicate case was shipped to Houston, Texas, and returned to Baltimore. These showed a maximum of 69.2 per cent drained tomatoes, a minimum of 48.5 per cent and an average of 61.5. Thus a journey of 3,500 miles reduced the percentage of drained tomatoes 8 per cent.

Duplicate cases prepared in another factory showed a maximum of 74 per cent, a minimum of 52.8 per cent and an averae of 63.7 drained tomatoes on the cans examined directly from the pack, and a maximum of 70.5 per cent, a minimum of 48.1 per cent, and an average of 59.5 per cent when shipped to Los Angeles and returned to our laboratory. The loss in

average percentage drained tomatoes in this instance was only 4.2 per cent. Twenty cans of this identical lot of tomatoes were held at a temperature of about 50 degrees F. for one week. The cans were removed and allowed to thaw at room temperature for several days before being examined. In these cans the maximum percentage drained tomatoes was 67.4 per cent drained tomatoes. Duplicate cases were drawn from cent. Seven cans of the twenty, however, showed less than 50 per cent drained tomatoes. Luplicate cases were drawn from still another packer. The first case showed a maximum of 68.0 drained tomatoes, a minimum of 52.5, and an average of 58.6 per cent. The second case was shipped to Houston, Tex., and when returned to us showed a maximum of 6.8, a minimum of 48.0 per cent, and an average of 58.7 per cent. The average thus showed no diminution in drained tomatoes from the long trek southwestward. This does not mean that there was no breakdown or change in the appearance of these tomatoes, nor does the apparent slight drop of 4.2 per cent and 8 per cent indicate the true damage done by long hauls. The apparent change in these mated cases was so great at times that they did not even seem to be of like origin. At times the entire structure of the fruit had been broken down, yet the actual percentage of drained tomatoes showed but little reduction. It seems as if the eight mesh sieve will effectively screen out any bits of tomato solids present in the can, regardless of the size of these pieces.

Eight No. 2½ cans of California tomatoes packed in puree were submitted to us, having been purchased at retail here in the East. They showed a maximum percentage of drained tomatoes of 54.4 per cent, a minimum of 40.4 per cent, and an average of 47.7. Six of the eight cans were below 50 in drained tomatoes. The effect of the tentative standards on packs of this nature is obvious. Tomatoes packed in puree are banned by law in the Tri-States, and have always been a mental bugbear to our packers.

The tentative standards specify that the drained juice from clean, sound, ripe tomatoes will not show molds in more than 12 per cent of the microscopic fields examined, nor yeasts and spores in excess of 30 per cubic M. M., nor bacteria in excess of 30 million per c. c., when examined by the microscopic methods of the A. O. A. C. These methods evolved by Howard and his co-workers have been used in the examination of tomato puree and tomato catsup for a number of years. The significance of such an examination is twofold. The presence of mold in the microscopic field has been found to bear a definite relationship to the amount of rot entering into the composition of the product. When tomatoes are carefullly peeled and trimmed no rotted portions should be present. Accordingly, we should expect very low or negative mold counts in the juice drained from such tomatoes. When peeling is carefully done the presence of any mold at all is probably brought in by juice from defective portions dripping into the pans in the course of trimming. Yeasts, molds and spores and bacteria, on the other hand, are indicative of fermentation. If tomato juice or peeled tomatoe sare allowed to stand in a warm place for an extended period of time fermentation will result. Better fermentation is much more likely to take place in pans, buckets, pipe lines or fillers where an accumulation of juice might be harbored. With normal cleanliness and care in canning operations, however, there should never be any appreciable number of fermenting organisms present.

Following our drained weight determinations we purchased 14 No. 2 cans of Maryland and Virginia packed tomatoes for microscopic examination. The average mold count was 4 per cent, the average yeast and spore count 3 per cent C. M. M., and the average bacteria count four million per c. c. The juice from one can showed a mold count of 16; it was rather viscous and gave every indication of containing added puree.

The eight cans of California tomatoes packed with puree gave an average mold count of 4 per cent, an average yeast and spore count of 2 per cent c. m. m., and an average bacteria count of two million per c. c.

The twenty-five samples of Tri-State tomatoes submitted by Mr. Shook showed an average mold count slightly in excess of 2, a yeast and spore count below 2, and a bacteria count of two million.

Only one can of the forty-seven, representing over forty different packs, showed a mold count in excess of the tentative tolerance, and no yeast and spore or bacteria counts were found that were even close to the limit. This one sample, as before stated, gave every indication of having been packed with puree, probably made from timmings of poor quality.

What information can we glean from these observations? It is evident that some sub-standard tomatoes have been packed in the Tri-States during the past season. Five cans of the 25 submitted had less than 50 per cent drained tomatoes. Was the packer to blame in any measure for this condition, or was it due to the poor stock and unfavorable weather? You will remember the can showing 44.3 per cent drained tomatoes prepared from good stock and processed for twenty-five minutes at 245 degrees F. You will agree that this is an abnormal process for tomatoes, and probably responsible for he low percentage of drained solids. What about the other four samples that showed up so poorly? They were all air cooled, some in cases and others in the pile, while the samples making the best showing were either water cooled or "wind rowed" in wooden cases.

Many of you canners have never realized the importance of properly cooling tomatoes. During the past season we have seen a number of instances where tomatoes were being piled out hot into fibre cartons and stored away to cook for several days or weeks. You will take the finest quality of fruit, have it carefully peeled and trimmed, pack it by hand into cans, exhaust the cans, process them, and then pile them out into a fireless cooker container that will make soup out of the contents before they reach the ultimate consumer.

It is not my intention to influence you against the use of fibre cartons, which well serve their purpose, but merely to impress upon you their misuse. It is true that some of the canners still fail to exhaust their tomatoes, but what of the packer that exhausts them thoroughly and still has flippers? When a can of tomatoes is kept hot over a period of time a reaction takes place between the fruit acids and the container. Hydrogen gas is found as a product of the reaction and destroys the vacuum even to a point where actual pressure often develops within the can. This action is accelerated by high temperatures. It is prevented by quick cooling.

I believe that most canners are unaware of such conditions in their factory. Many of them cut samples periodically during each day of the packing season, but too often their samples are sent to them by the processor, who has cooled them quickly for inspection. If samples had been cut from the cartons stored in the warehouse a different picture would have been presented.

In an endeavor to determine the extent to which flippers were going out to the trade, I wrote several of the canned foods brokers handling quantities of tomatoes and asked for their experience. It was our desire at that time to show some correlation between the apparent increase in the number of flippers being found and the increase in use of fibre carton. Several of these letters follow.

It is my belief that the tentative standards for canned tomatoes may well serve to distinguish that quality grade below a commercial standard. The microscopic examination will enable us to identify tomatoes packed with puree made from average quality trimming stock. To packers of the Tri-States this has little significance. The percentagge of drained tomatoes is certainly a measure of the worth of the product to the consumer. It measures the vigilance and care of the packer in canning his tomatoes, as well as the condition and amount of fruit packed into the can. It is not absolute, but it certainly is indicative.

(Continued Next Week)

Vincennes Packing Corporation Has Big Meeting— On December 6th the Vincennes Packing Corporation, Vincennes, Ind., culminated a three-day get-together meeting of the company with their fifth annual banquet. Claude E. Gregg, president of the company, was toastmaster, and introduced the speakers and guests of honor. Mr. Gregg also introduced the original Baby Alice and Martha Ann, whose names have advertised the Vincennes Packing Corporation products to the world. The names of three little girls have sold thousands of cases of foods, for the names are easily pronounced by children when sent to the store for mothers.

Mr. E. E. Killian, secretary-treasurer of the company, then introduced the "Four Horsemen" of the firm, C. E. Gregg, president; Ollie Gilliat, vice-president and general manager; himself and his father, Nathan Killian chairman of the board of directors. Several numbers of good entertainment were thoroughly enjoyed by more than 350 brokers, buyers and guests.

Better Profits

A MONTH or two ago, in the New York Journal of Commerce, a letter from a leading Ohio field broker was quoted, and we repeat a part of the quotation.

"The fact is that when a buyer accepts a lot he is satisfied with the deal, whether the goods measure up to specifications of grade or fall somewhat short of them."

And you and I read the article or letter and all like it and agree. Particularly the corn canners.

And then we find to our surprise that sales of canned corn are falling off to an alarming extent in comparison to the increases in consumption of other canned foods, and we attribute the cause for this failure of canned corn sales to increase to a number of causes.

If our broker with whom we were discussing the matter is looking for a quickly found alibi, he usually says: "Well, you know, the sales of fresh vegetables during the winter are increasing each year in this market." And he is sure he has hit on the reason why you did not sell more corn.

If your distributor bought low-priced corn from you he probably tells you that there is a great deal of advertised canned corn sold in the market, and that seems to be the only one selling.

If he bought corn of the better grade from you he surely will offer as a reason for his failure to show a sales increase that a great deal of "cheap" corn is sold by his customers.

In a supplement to Advertising and Selling, December 6th, Calvin Coolidge says: "It is essential in the first instance to make good merchandise."

He continues: "But that is not enough; it is just as essential to create a desire for it. That is advertising."

Let's take up his first statement, "It is essential in the first instance to make good merchandise."

How many corn canners today are canning corn they know to be the best canned corn they are able to put up? You know the answer as well as I do.

Take a half-dozen small, whole beets from a can, put a little vinegar on them, a little salt if you wish, and you will have a hard time distinguishing them in taste from those freshly pulled from the garden and prepared for the table.

Open a can of peas, pour peas, liquor and all into a saucepan, add a lump of butter, additional salt and a little pepper if you want to, and heat thoroughly.

They'll taste mighty good, and will probably be fresher than those your wife buys from the market in the winter and at fancy prices.

And you can continue opening and serving countless canned foods, and they will, when rightly prepared for and served on your table, resemble greatly in flavor, appearance and deliciousness their fresh from the garden relatives."

But canned corn. Well, you'll admit there's a different story! Altogether too much is canned to get the buyer's approval. Millions of cans are sold each year which no more resemble in taste corn fresh from the cob than the artificial rose resembles the American Beauty rose growing on the bush.

Canned to meet the buyer's approval from price standpoint corn is canned with little or no sugar added. Allowed to remain in the field before canning long after any market gardener would have refused the corn as being unfit for sale, the kernels retain but little of their natural sugar. The resulting flavor when canned with little sugar is far from pleasing.

Other canners go to the other extreme.

They take tender corn at just the right stage, with all its natural sugar content, and add sugar until the canned product is sickishly sweet. Buyers may prefer this extra sugar, but the housewife today has learned to call fancy the canned food which, when taken from the can and served on the table, resembles most closely the product fresh from the garden or field.

The canning industry does not need so much the establishment of government standards for minimum grades as it needs the establishment among its members of the will to pack only what they know to be the best they can put in cans.

Remember what Coolidge says, "It is essential in the first instance to make good merchandise."

Can only what you know will pass the taste test on the table of a discriminating housewife, and you will not be canning corn to pass a buyer's approval, but will be building business that good times will enhance and that will withstand the assaults of bad times in a manner that will agreeably surprise you.

Now look for a minute at Coolidge's second statement. "It is just as essential to create a desire for it (good merchandise). That is advertising."

You are going to hear a great deal about advertising this year. You are going to see a great deal of advertising. As usual, a great deal of it will be good advertising, and some will be pretty poor. Some money will be well spent for advertising and some will be largely wasted. As usual.

We usually have to read a great deal into short statements by Coolidge, and in his statement quoted we must read the thought that as far as they are related advertising and selling must be taken to mean the same thing.

To the extent of good, personal selling because of the quality of the goods, to the extent the product history is sold to distributors and their salesmen and remembered by them, that's advertising of the finest sort.

After that real, honest to goodness advertising should be undertaken by every canner who can possibly manage it this season.

If you strap the arm of an athlete to his side and keep it immovable for five weeks he will not be able to lift a ten-pound weight with it after it is first released.

If you use your executive ability first of all to effectively manage your factory and give what time you can spare afterward to the selling of your output, you will not have a great deal of control over your sales.

If you give no attention to advertising your product this year you will be in no better position to advertise it at any rate. Begin now to plan in doing some sort of advertising during 1931. Plan on spending money slowly and carefully. Plan on spending more next year and more the next year after that.

In other words, lay out a three-year campaign, but arrange it so that expenditures will increase each year as you find your way and become familiar with the necessary procedure.

"Make good merchandise." "Advertise it."

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.
Two 300 gal. Jacketed Copper Kettles.
The above items are all in good condition, and are offered because of changes that are being made in my equipment.
Address Box A-1690 care of The Canning Trade.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

Wanted—Machinery

WANTED—Immediate delivery, 2 Ayars Double Rotary Fillers, 1 Monitor Tomato Scalder, 1 Steam Hoist, 1 Link Belt Peeling Table, and other equipment for a tomato plant of 2000 cases capacity per day. State condition of each machine and lowest cash price for prompt acceptance.
Address Box A-1772 care of The Canning Trade.

For Sale—Factories

FOR SALE—Large Corn and Pea Plant; 3 story warehouse and factory with railway siding. 4 acres of land; Maryland fertile farming section.
Address Box A-1782 care of The Canning Trade.

FOR SALE—Canning Factory equipped with modern machinery, located at Newfane, N. Y. in famous Niagara Fruit Belt. New power plant, electricity, inexhaustible supply of water; positive drainage. Large acreage of tomatoes and other vegetables can be contracted for 1931. Must be sold at once, regardless of price to close an estate. For further particulars apply to
Housel & Welch, Executors,
Lyndonville, N. Y.

For Sale—Seed

FOR SALE—20,000 pounds Beans, Giant Stringless Green Pod, Idaho grown, germination 92%, 10¢ per pound f.o.b. Philadelphia, bags extra, terms S/D B/L.
Francis C. Stokes & Co., 206 Walnut Place,
Philadelphia, Pa.

Situations Wanted

POSITION WANTED—By Pork and Bean or Catsup Packer; can install machinery for same. I have an up-to-date recipe for both Bean Sauce and Catsup.
Address Box B-1770 care of The Canning Trade.

POSITION WANTED—Manager or General Manager over chain of factories. Seventeen years experience in packing canned foods; can take charge, also install machinery. Understand canning green beans, tomatoes, sweet potatoes, pumpkin, puree, spinach, turnip and mustard greens. Experienced in buying cans and boxes, also selling goods as futures or spots. Understand warehousing; know how and what shape cans should be labeled. Familiar with Knapp Labelling machines and Panama Closing machines; know the proper seams on cans and change parts and the proper process of each item canned. I am ready to figure with any reliable canning company. Can furnish references. Might consider some stock in new company.
Address Lock Box 102, Clever, Mo.

POSITION WANTED—In a canning factory as Superintendent or Assistant Superintendent, packing fruits and vegetables. Can build plant and install machinery.
Address Box B-1773 care of The Canning Trade.

POSITION WANTED—As Manager or Assistant Manager in canning factory packing vegetable crops. College graduate with several years experience as agricultural advisor to growers of canning crop. Can breed, improve and maintain choice stocks of canning crop seeds. Experience in managing canning factory help. Capable and reliable; best reference.
Address Box B-1778 care of The Canning Trade.

POSITION WANTED—By German, young man, high class expert in making Jams, Preserves, Jellies, Marmalade and Syrups. 12 years experience.
Address Box B-1779 care of The Canning Trade.

POSITION WANTED—Interested in operating sweet corn factory of around 1000 arces. Also knowledge of tomatoes, pumpkin and string beans. Will contract or grow acreage; will start new factory or operate established one; will act as field man for canning concern or can company. All replies confidential.
Address Box B-1783 care of The Canning Trade.

POSITION WANTED—As Manager or Superintendent by graduate chemist. Thirteen years experience as chemist, superintendent, manager and technical advisor, packing fruits and vegetables, preserves and jellies, pectin, fruit juices, kraut, pickles and pickle products, mustard, tomatoes and tomato products, pork and beans, peanut butter, etc. Plant erection and maintenance, machinery, cost accounting and sales experience. Know what costs should be and how to keep within them.
Address Box B-1784 care of The Conning Trade.

POSITION WANTED—As Manager or Superintendent of Fruit and Vegetable Canning Plant. 12 years experience and can handle a full line; also know crop growing conditions, warehouse and office work.
Address Box-1785 care of The Canning Trade.

POSITION WANTED—By young man in either sales or production end of canning or pickle plant. Experience and ability will stand close inspection. Previously employed in Southern States. Future more of a consideration than immediate salary.
Address Box B-1786 care of The Canning Trade.

Help Wanted

WANTED—Salesman or Sales Manager experienced in selling canned foods to the trade East of the Mississippi River. State age and salary wanted.
Address Box B-1781 care of The Canning Trade.

WANTED—Estimating Clerk, familiar with tin can making. State age, experience and salary required.
General Superintendent, Wilkes-Barre Can Co.,
Wilkes-Barre, Pa.

STRASBURGER & SIEGEL

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CHEMISTS, BACTERIOLOGISTS

Spoilage Investigations

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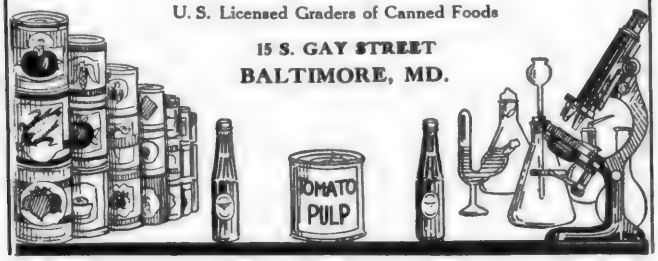

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

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Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

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General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
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—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co., Inc.
Bedford, Va.

—Since 1913—

Reference: National Bank of Baltimore

CANNED FOODS BROKERS COMMISSION MERCHANTS

Howard E. Jones & Co., Inc.

200-202 E. Lombard St. at Calvert St., Baltimore, Md.

Slaysman & Co.

Automatic Can Making Machinery

801 E. Pratt Street :-: Baltimore, Md.

CANNERS SEED PEAS

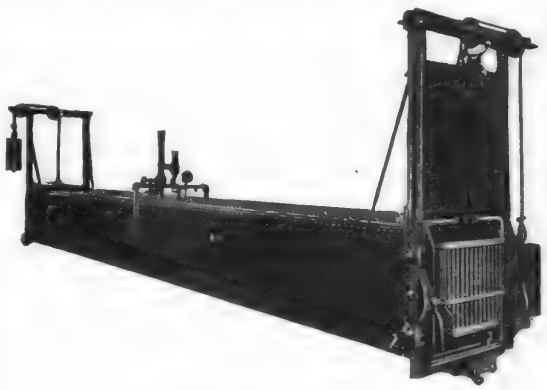
Our seed peas are grown under the personal supervision of members of our firm in the Pacific Northwest where climatic conditions are most favorable for high vitality.

"OUR SEEDS GROW FRIENDS"

WRITE FOR FUTURE CONTRACT PRICES

Washburn-Wilson Seed Co.
Moscow, Idaho

OYSTER STEAM BOX



With improved sliding doors, doing away with the hinged tracks, giving increased service

Edw. Renneburg & Sons Co.
MACHINE AND BOILER WORKS
2639 Boston Street Baltimore, Md.

WORKS
ATLANTIC WHARF, BOSTON STREET & LAKEWOOD AVE.
BALTIMORE - - MARYLAND

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Fire Insurance
for the Canning Industry
at an average of 60c. below
the usual rates.

***

LANSING B. WARNER Incorp.
155 East Superior Street
Chicago, Illinois

Can prices
1930 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1 size	$14.85 per M.
No. 2 size	20.67 per M.
No. 2½ size	26.06 per M.
No. 3 size	28.14 per M.
No. 10 size	62.21 per M.

AMERICAN CAN COMPANY
CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE
METAL SIGNS AND CANCO DISPLAY FIXTURES

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

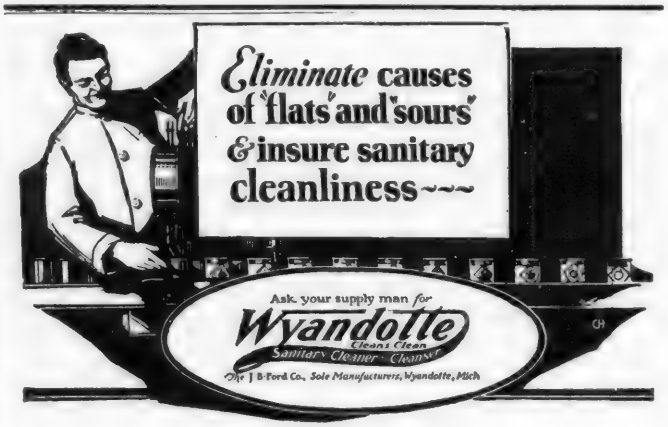
For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

GAMSE'S ATTRACTIVE LABELS

A pure food product - a strong, sanitary can - a Gamse Label. There is a combination hard to beat.

H. GAMSE & BRO.
Lithographers
GAMSE BUILDING
BALTIMORE MARYLAND



SHOULD BE
In Every Cannery Office
"A Complete Course in Canning"
As an insurance against loss

Published by
THE CANNING TRADE
Baltimore, Md.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co.
New York prices corrected by our Special Corespondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

ASPARAGUS* (California)	Balto.	N.Y.
White Mammoth, No. 2½	.....	4.00
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.20
Peeled, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	3.35
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq	.....	3.00
Small, No. 1 sq	.....	3.00
Green Mammoth, No. 1 sq	3.40	3.40
Small, No. 1 sq	2.80	2.90
BAKED BEANS‡		
Plain, No. 1	.60	.65
No. 2	.....	.....
No. 3	.....	.....
In Sauce, 18 oz	.75	.80
No. 1	.60	.....
No. 2½	1.40	1.50
No. 10	4.25	4.75
BEANS‡		
Stringless Stand. Cut Green, No. 2	.85	.85
Standard Cut Green, No. 10	4.50	.....
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	1.10	.....
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard No. 2	1.00	.....
Standard, No. 10	5.00	.....
LIMA BEANS† (F. O. B. Factory)		
No. 2, Tiny Green	2.15	.....
No. 10	11.25	.....
No. 2, Medium Green	1.65	.....
No. 10	9.25	.....
No. 2, Green and White	1.15	1.35
No. 10	7.25	.....
No. 2, Fresh White	1.15	.....
No. 10	6.50	9.00
Soaked, No. 2	1.05	.....
BEETS‡		
Baby, No. 2	1.50	1.85
8-15, No. 2	.....	.....
15-20, No. 3	1.25	.....
Cut, No. 2	.90	1.20
Cut, No. 10	3.75	.....
Whole, No. 10	4.00	5.00
Diced, No. 10	4.25	.....
CARROTS‡		
Standard Sliced, No. 2	.75	1.05
Sliced, No. 10	4.00	5.00
Standard Diced, No. 2	.75	.....
Diced, No. 10	4.00	5.00
CORN‡		
Golden Bantam, Fancy No. 2	.....	1.10
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	1.35	.....
Extra Standard, No. 2	1 30	.....
Standard, No. 2	1.25	.....
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	.....	.....
Extra Standard, No. 2	1.10	.....
Standard, No. 2	.90	.....
Standard, No. 10	.....	.....
HOMINY‡		
Standard Split, No. 3	1.00	1.20
Split, No. 10	3.25	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.90	.....
No. 10	4.25	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.25	1.45
No. 10	6.50	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.65
No. 2 Fancy Alaskas, 2s	.....	1.65
No. 3 Fancy Alaskas, 2s	.....	1.40
No. 3 Fancy Sweets, 2s	.....	1.50
No. 4 Fancy Sweets, 2s	.....	1.30
No. 5 Fancy Sweets, 2s	.....	1.15
No. 3 Std. Alaskas, 2s	1.10	1.02½
No. 4 Std. Alaskas, 2s	1.05	.85
No. 5 Std. Sweets, 2s	.....	.95
No. 3 Std. Alaskas, 10s	5.75	5.75
No. 4 Std. Alaskas, 10s	5.50	5.50
No. 4 Early June, 1s	.....	.....
PUMPKIN‡		
Standard, No. 2½	.85	.....
No. 3	.90	.85
No. 10	3.00	2.65

CANNED VEGETABLES——Continued

SAUER KRAUT‡	Balto.	N.Y.
Standard, No. 2	.90	.90
No. 2½	.95	1.00
No. 3	1.05	1.05
No. 10	3.25	3.50
SPINACH‡		
Standard, No. 2	.95	.90
No. 2½	1.35	.....
No. 3	1.50	.....
No. 10	4.50	.....
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.40	1.25
(Triple) No. 2 (with tomatoes)	1.35	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B.	.90	.....
No. 2½	1.05	†1.05
No. 3	1.10	†1.15
No. 10	3.75	†3.50
TOMATOES‡		
Extra Standard, No. 1	.....	.....
F. O. B. County	.....	.....
No. 2	.90	.....
F. O. B. County	.85	.....
No. 3	1.40	.....
F. O. B. County	1.35	.....
No. 10	4.50	.....
F. O. B. County	3.90	.....
Standard, No. 1	.42½	.....
F. O. B. County	.40	.....
No. 2	.70	†.67½
F. O. B. County	.65	.....
No. 3	1.20	.....
F. O. B. County	1.05	†1.05
No. 10	3.35	.....
F. O. B. County	3.15	†3.15
TOMATO PUREE† (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.40	.40
No. 10, Whole Stock	2.50	3.75
Standard, No. 1 Trimmings	.37½	.....
No. 10 Trimmings	2.25	.....

Canned Fruits

APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	3.25	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	1.85
Choice, No. 2½	2.25	2.40
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	7.50	7.00
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.85
No. 10	9.00	7.00
CHERRIES*		
Standard, Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	9.75	.....
California Standard 2½	3.10	3.00
Choice, No. 2½	3.40	3.00
Fancy, No. 2½	.....	3.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT JUICE*		
No. 1	1.15	.....
No. 5	5.00	.....
PEACHES*		
California Standard, No. 2½, Y. C	1.55	1.75
Choice, No. 2½, Y. C	1.80	1.75
Fancy, No. 2½, Y. C	.....	2.10
Extra Sliced Yellow, No. 1	1.35	1.30
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	5.00	.....

CANNED FRUITS——Continued

PEARS*	Balto.	N.Y.
Standards, No. 2, in syrup	1.10	.....
No. 3	1.60	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	1.25	.....
Extra Standards, No. 2, in Syrup	1.10	.....
No. 3	1.60	.....
California Bartletts, Standard 2½	2.40	2.15
Choice	3.50	2.35
Fancy	.....	2.75
Standard, No. 10	.....	.....
PINEAPPLE*		
Hawaii Sliced, Extra, No. 2½	2.45	2.45
Sliced Standard, No. 2½	2.25	2.30
Sliced Extra, No. 2	.....	2.40
Sliced Standard, No. 2	.....	2.10
Grated, Extra, No. 2	.....	2.45
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	.....	10.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.15
No. 10s	14.75	.....

Canned Fish

HERRING ROE*		
10 oz.	1.00	1.15
16 oz.	1.25	1.50
17 oz.	1.25	1.50
19 oz.	1.35	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz	.....	.....
½-lb. cases, 4 doz	.....	3.85
¼-lb. cases, 4 doz	.....	2.00
OYSTERS*		
Standards, 4 oz	1.20	.....
5 oz.	1.30	1.25
8 oz.	2.40	.....
10 oz.	2.60	2.50
Selects, 6 oz	2.25	.....
SALMON*		
Red Alaska, Tall, No. 1	.....	3.20
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.10	1.15
Columbia Flat, No. 1	.....	4.75
Flat, No ½	.....	2.60
Chums, Tall	1.00	.93½
Medium, Red, Tall	.....	2.15
SHRIMP*		
Dry, No. 1	1.65	1.65
Wet, No. 1, Large	1.80	1.75
SARDINES* (Domestic), per case		
¼ Oil, Keyless	.....	†3.25
¼ Oil, Decorated	.....	.....
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.15
¼ Oil, Carton	.....	†4.25
¼ Mustard, Keyless	.....	†3.00
California, Oval, No. 1	.....	†3.15
TUNA FISH* (California), per case		
White, ¼s	.....	.....
White, ½s	14.00	9.00
White, 1s	.....	13.50
Blue Fin, ½s	.....	7.25
Blue Fin, 1s	.....	13.25
Striped, ½s	.....	6.75
Striped, 1s	.....	12.00
Yellow, ½s	.....	7.25
Yellow, 1s	.....	13.50

Announcement

We are pleased to announce we have made arrangements with STRASBURGER & SIEGEL, well-known consulting chemists, whereby our Customers Technical Service Department will be under the direction and personal supervision of Mr. Leroy V. Strasburger.

This is in keeping with our progressive policy and desire to help our Customer Friends maintain their position in the forefront of the industry's advance.

It will make available a continuous and complete laboratory and plant service aiming toward the standardization and improvement of the products which they manufacture.

If you have a canning problem, let us aid in its solution.

Metal Package Corporation

BALTIMORE PLANT

811 SOUTH WOLFE ST., BALTIMORE, MD.

MASPETH, N. Y. 110 EAST 42nd. STREET, NEW YORK CITY BROOKLYN, N. Y.

THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, DECEMBER 22, 1930

WEEKLY REVIEW

Correcting An Important Error—The Pulp Situation—Tomato Prices Adjusting Themselves—Some Thinking You Might Do During the Holidays.

MENDING OUR FENCES—In the absence of anything worth while to report in the canned foods market this week—as there is little or no trading—we would like to straighten out some kinks. The first is a typographical error which was allowed to remain in the market page, under canned corn quotations, even after several attempts to get it right were made, or said to be made. Fancy Shoepeg corn, 2's, was quoted at $1.15. This was just a case of hitting the "1" instead of the "4," because everyone knows it should have been $1.45, but when they tried to correct it, they continued to hit the "1," sounds funny, but that is human nature. Our fault is that it should have been detected in the press O. K., and it was not. Mention of this correction is necessary for fear someone might think corn was quoted at that price. It was not.

The next kink is not one of our making, but rather of our un-making. Canned pulp prices have gone all to pieces, as most men know. On our market page we quoted, last week, fancy or whole stock tomato puree, or pulp, at $4. A well known brokerage house, Moore Food Sales Company of Philadelphia, under date of December 17th, wrote us as follows:

> "We notice in your December 15th issue that you quote Fancy Whole Tomato Pulp at $4 per dozen. We are quite sure that this quotation has slipped your notice, as 1.045 Fancy Tomato Puly can be purchased in most any quantity today from various sections of Indiana at $2 per dozen f. o. b. factory."

One well known Baltimore canner is today quoting this same pulp at $4, the same as he quoted last month but that may be due to the fact that they are out of the market on canned tomatoes and tomato products. Another quotation, this time from the Eastern Shore, is quoting this same pulp at $3.75. That is one side of the picture; but there is another. Other canners on the 'Shore, and elsewhere including Indiana as noted, are quoting much lower. In fact we have had to change the quotation to $2.50 f. o. b. factory. But you see what a grand muss it makes, trying to quote "the market," when there ain't no sich animal.

Some other items of canned foods might be mentioned for ways that are peculiar, for present conditions are playing havoc with prices; but the two mentioned will suffice for this week.

While on this matter of tomatoes, note that we have revised our quotations, but it is understood that the bottom has been reached on this item, some backbone is beginning to be shown by holders, and the prices tend definitely upwards on canned tomatoes. It is about time.

Almost every other item of canned foods remains unchanged and the amount of trading is at its lowest possible ebb. Everyone recognizes that better buying must set in soon after the turn of the year, because stocks must be at the vanishing point. They have been known to be low for a long while, and yet the people have not stopped eating canned foods. On the contrary the cold, wintery weather has increased the call for them, and consumption has been heavier rather than lighter. They must restock and that very soon, and that means a resumption of buying for a while at least.

In the absence of market action you might assign yourself the task of trying to figure how you can produce next season's pack of quality canned foods at a lower cost than this year's packs, because you know you will have to do that if you expect to make any profit. There is not a manufacturer in the land today who is not wrestling with that problem, and they consider it just as highly impossible as you do, yet they are wrestling, because they know that it must be done. There is no escape. So with that as a guide for your thoughts during the holidays and that will drift you into the necessity of contracting for crops at a lower figure than before, and the troubles that will make, you will have plenty to think about. If you contract for 1931

crops on the basis of past year's prices, you may have some very dismal thinking to do next season when these crops are coming to your factories. Better do the thinking now, and save yourself the worry of those days. If you sign contracts now you will have to pay the price when the crops are ready; don't forget that, because it has never been known that the growers permitted canners to cut the contract prices. Canners have added to the contract prices, and if conditions warranted it next fall, they could do so again; but they cannot lower their prices. That is a one-way street.

We wish you a merry Christmas, you and every one of your family and dependents.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Showing Increasing Signs of Strength—Despite Weak Spots Tomato Market Is Firming Up—Many Packs Off the Market—Heavy Buying Looked for by Operators—Bargains in Corn Disappearing—Fruit Improving in Price.

New York, December 18, 1930.

THE MARKET—The market is showing increasing signs of strength, and, although no actual increase in prices has been made, the market is in a good technical position for any wave of buying to result in advances all along the line. Tomatoes, long a weak spot in the market, have shown definite signs of improvement recently, and although it is still possible to obtain this item at bargain levels in scattered instances, the market as a whole is firming up. Canners in the vegetable line refuse to consider bids at the present market levels, and appear strong enough to store their pack until the market starts up. With the hand-to-mouth buying policy maintained by the buyers it is thought that it will be necessary for them to fill their needs after the first of the monh. At the present, however, they are mainly interested in keeping their inventories at low levels. General business conditions here have not shown any marked change, although New York leads the way in efforts being made to relieve the suffering caused by the present unemployment situation.

Tomatoes—Are showing signs of firming up with a marked drop in the number of canners offering lots of Southern tomatoes at below-cost levels. Western tomatoes have also strengthened. While this item has been offered at consistent low levels for several weeks practically all of these offerings have moved into consuming channels. Chain stode buyers have been extremely active in purchasing stocks at the low levels, and have featured this item in the company's outlets, resulting in extremely large movements into consuming channels. In fact, canned food consumption will show a large increase this year, in the opinion of many of the trade, due to retail prices in many cases being at the lowest levels for many years.

Corn—Corn is firming up with increasing strength in Maine corn noted. A marked drop in bargain offerings following the release of the government figures showing a shortage of about 1,750,000 cases from last year's pack was the main factor in the firming up of the market in this item. As with tomatoes, prompt movement of practically all of the stocks offered at low levels into consuming channels has left the market in a good technical position. Present low retail prices are increasing the already immense consumer demand for this item, and this will be reflected in the market when buyers seek to fill their next year's needs. Western corn is firm. Buyers are showing little interest in this field at the present, however, due to their desire to keep stocks low for inventory purposes.

Canned Fruits—Is about the only line at the present that is actually showing any improvement in the price situation. Sliced cling peaches on the coast are in light supply in practically all sizes and grades, while apricots are also pretty well cleaned out. Opening prices at the lowest levels for many years resulted in heavy buying in this field, and also resulted in exceptionally heavy consumer demand. This line is also benefiting from the seasonal increase in consumption of fancy canned foods.

String Beans—Are rather easy, although tending to show signs of firming up in sympathy with the rest of the market. Offerings of distress stocks from Southern canners has weakened the market lately, but it is thought that this situation will be cleared up shortly. There is no logical reason to bear the market on this item, as string beans suffered heavily from the drought and stocks are not over heavy.

Grapefruit—Continues in rather a confused spot, due to the efforts of the new packers in endeavoring to build up a market without resorting to price slashing. The majority of the buyers filed their needs with future orders last summer, and are not in the market for any at the present time. Reports of a bumper crop in Florida adds further to the confusion. Offerings continue irregular.

Peas—The trade is wondering just when the necessary adjustment in prices is going to be made. General opinion is that the slash will come after the canners' convention. While there have been extremely heavy movements of the cheaper grades of Wisconsin peas this past few months, it is still thought that in order to avoid too large a carryover downward price revisions will be necessary. Stocks of New York state fancy and extra standards are rather large, and canners would like to see them moving into consuming channels, even though this entailed shading prices slightly.

CHICAGO MARKET

By "OBSERVER."
Special Correspondent of "The Canning Trade."

Market Quiet—Corn Canners in Private Conference—Tomatoes Marking Time—Peas Quiet—Canned Grapefruit Unsettled—Increased Outputs Showing Smaller Than Usual Profits Make Operators Think Hard.

Chicago, December 18, 1930.

QUIET—A general period of quiet now prevails among canned foods operators, buyers very busy getting their floors swept clean for year-end inventories; brokers keeping their ears to the ground as to what may be in store in the situation just beyond the

January 1st horizon. Canners who have stocks which they may be anxious to sell are keeping any impatience curbed for the rest of December.

Corn—A big Chicago meeting of midwestern canners being held this week may provide something in the way of news. Mr. Dye stated that he expected a very good attendance, and no doubt the entire corn situation will have an airing which it has not had since the Western Canners Association went into suspended animation.

Tomatoes—Prices no better than last week. Indifference by buyers may be blamed for this condition; but it is generally conceded that the market is bumping along at the bottom and any change "if and when" must be upward.

Canned tomatoes may be cheap, but there is no comparison with the sad story which surrounds tomato puree.

Maybe another few weeks will enable somebody to say something encouraging on tomato products.

Peas—Quiet, like everything else. Producers all say that they can see an end to all their warehouse reserves by June 1, although it is admitted that there are fair quantities in some canners' hands due to the hand-to-mouth buying tactics so popular this year.

Bankers seem to feel that peas are, perhaps, the best kind of canned foods collateral they can get and seem disposed to let the unsold goods ride along in view of the clean-up assurances so clearly evident.

Grapefruit—Reports on the street indicate unsettlement on the basis applying on new pack; big operators claim that their low prices represent only a modest operating margin and no price changes are possible, whereas some smaller producers seem inclined to make small price concessions.

There is, in fact, no over-production of fresh canning grade of grapefruit, but general business conditions have thrown back some surplus raw materials into canners' hands at producing points which would have ordinarily been sold as fresh grapefruit.

The situation will probably right itself in a few weeks.

Top-Heavy Discomforts—An interesting new complaint is coming in from some channels of canned foods distributors, and it is not confined alone to small fry. Big business is subject to the same difficulty.

For instance, businesses which have been successful and increasing business over a period of years with a satisfactory per cent of profit are now seeing that 1930 may show increased business, increased tonnage, but substantially less dollars' turnover because of reduced prices; and this reduction on gross profits applied against increased handling costs leaves an unsatisfactory showing.

Some theorists here are trying to see from these circumstances a new field for success of smaller well-organized distributing organizations rather than super-sized ones wherein big overhead expenses must of necessity accrue.

WISH WE COULD

J. LeIoy Farmer takes pleasure in requesting your presence at the opening of his new sales and canning offices and annual get-together meeting, at 415 Twelfth avenue S. E., Cedar Rapids, Iowa, on Monday, the twenty-second of December, 1930, at 10 A. M.—12 midnight.

OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

Distribution Reported as Good—Retailers Now Buying Very Closely—"Cash" Customers Sought—Very Few Cars of Tomatoes Sold—Canners Willing to Hold for Better Market—String Beans Easy.

Springfield, Mo., December 18, 1930.

GENERAL BUSINESS—Jobbing grocers report a fairly satisfactory volume of business, with the total volume below normal. Jobbers seem to be having a good distribution of all kinds of canned fruits and vegetables. However, retailers are buying fewer cases at a time than usual, showing no disposition to take on any additional surplus beyond the weekly demands of the consuming public.

Retail Grocers—The average retail grocery store, no matter where located in the Ozarks, seems to have their business down more to cash sale basis than has been the case in past years. All kinds of staple canned foods, however, are being sold to consumers on a very close margin of profit. There is apparently no special complaint as to the retail prices on food products. However, the average housewife is seeking an assortment of food with the funds that she has at her command for weekly table expenses.

Holiday Business—The large department stores, and stores in various lines, are making a big display of their wares, and to all appearances doing a very satisfactory volume of business, regardless of the fact that the head of the average family will have less ready cash to spend on Christmas celebration and festivities than is usually the case when general business conditions are normal.

Tomato Sales—Very few cars of tomatoes sold by the canners in the Ozarks during the past week. Most sales were single carlots, and by canners who were apparently compelled to turn some tomatoes into ready cash in order to meet their obligations. Such sales as that mentioned were usually at about the following prices: No. 1 standard, 10 oz., 42½c; No. 303, 16 oz., 57½c to 60c; No. 2 standards, 62½c to 65c; No. 2½ standards, 95c. All these sales referred to have been made for immediate or prompt shipment.

General Prices on Tomatoes—It is difficult to really list the general asking prices on tomatoes, but we consider the following about the present range of prices at which tomatoes can be bought now in the Ozarks for either prompt or December shipment: No. 1 standard, 10 oz., 42½c to 45c dozen; No. 303, 14½ ozs., 55c to 57½c dozen; No. 303, 16 ozs., 57½c to 60c dozen; No. 2 standards, 62½c, 65c, 70c dozen; No. 2½ standards, $1.00 to $1.05 dozen; No. 2½ extra standards, $1.10 dozen; No. 10 standards, $3.50 to $3.75 dozen.

There are numerous canners in the Ozarks who are holding spot tomatoes that would not be interested in confirming sales at this time at the range of top prices mentioned. Canners who can see their way clear to carry their limited holdings of tomatoes for late winter or spring business don't consider their offerings on the market at this time This class of canners have every

confidence that there must be a sharp upturn in the market price on tomatoes when there is an increase in the demand, and this increase in the demand seems to be, beyond question of doubt, an absolute certainty, and is expected to start immediately after the inventory period, or at least during the first two weeks in January.

Jobbers' Tomato Stocks—A survey which has been made by various brokers has brought information to the canners of the Ozarks that there are a good many jobbing grocers who buy their entire supply of tomatoes from Ozark canners, who are now carrying very limited supply in their warehouses, and if these jobbers have even a reasonable distribution, they will be compelled to come into the market again very soon and buy an additional supply of tomatoes. Canners are also told that the stocks of spot tomatoes in the hands of jobbing grocers generally are much smaller than is usual at the inventory period, regardless of from what district they usually buy their supply. Canners have it figured out that a material advance in prices will take place during the month of January.

Spot Green Beans—Sales have been very light during the past week, mostly small part carloads, for shipment in cars with tomatoes, and on the basis of No. 2 standard cut stringless 85c f. o. b. shipping points.

Greens—It is still possible to buy both mustard and turnip greens in No. 2 and No. 10 cans, either straight or mixed carlots, for shipment in cars with tomatoes, but only from a limited number of canners. Prices range about: No. 2 size, 90c; No. 10 size, $4.50. There may be some odds and ends still unsold in No. 303 and No. 2½ cans.

Canners' License—Canners in the Ozarks who now believe that they will likely operate their canning plants during crop season of 1931, show a disposition to make application for license, notwithstanding the fact that these same canners don't believe that it was the intention of the "Perishable Agricultural Commodities Act" to levy a license tax on the canners of fruits and vegetables Some canners think that a revised ruling will be issued by the U. S. Department of Agriculture and that their license fees will be returned. The average canner claims that they don't receive any benefits from this act, and it was unreasonable for the Solicitor in the Department to rule that they are subject to the license tax mentioned.

Weather—The temperature at this time is somewhat below normal for this season of the year; in other words, we are beginning to have what we call some genuine winter weather. We have already had some snowfall.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Oyster Pack Moving Along at a Good Gait—Collections Have Been Slow—Shrimp Pack Took a Spurt This Week.

Mobile, Ala., December 15, 1930.

OYSTERS—The oyster pack of this section is moving along at a good gait and as the oysters are in a good shape to can, a fine pack is being turned out by the factories that are operating, which are not many because some of them did not start up. Even at that, the pack may be cut short, as some of the canneries may close down after packing the orders that they have booked, for this is no time to gamble on surpluses, whether it be sea foods, vegetables or what-not.

All producers know how difficult it has been to sell their product and how slow collections have been this year and as we have no guarantee that it will not be even worse this coming year, no one blames the canners for playing the game safe, but on the contrary, it shows good judgment on their part.

There is no question that the depression is becoming worse by the fear and the desire to provide for the proverbial "Rainy Day," yet there is nothing that the canner can do individually or collectively as an industry to better the situation or bring about a change, therefore he has to act in accordance with the times.

The cry of hard times is on the lips of every one, regardless of whether they themselves are experiencing any hunger or privation, and while there is lots of poverty right now, yet there are thousands of people better off today and are enjoying more prosperity than they did three or five years ago, yet they don't seem to realize how fortunate they are and are crying hard times. Now invariably if these folks are depriving themselves of the necessities of life, they are doing it through fear and in order to provide for the "Rainy Day." Take for instance the person that has not had his or her salary cut in the last five or three years, he or she is in better financial circumstances than he or she was five or three years ago, because the buying power of their salary is considerably greater than it was back three or five years ago, then why should he or she kick about hard times? They haven't felt it yet.

Under the circumstances, it is reasonable to suppose that the only way the depression will end is when all those getting an income or earning a salary will go to spending their money freely instead of saving it. Of course, it is out of the question for an individual or even a group to attempt to spend his money freely under the present conditions, but if every person in the United States from the President to the small wage earner would take it upon himself to spend 50 per cent and more of his income or salary per month, and employers encourage the spending of money by giving the preference of positions to those that need the job and spend their money freely, inside of ninety days, business depression would be a thing of the past. No doubt, this sounds ridiculously absurd, because every day and everywhere the doctrine of thrift is being preached, but all will agree that business will not be restored to normal, until buying or trading is universally carried on freely and neither the repeal of the eighteenth amendment nor putting up a few Government buildings and building a few State, County and Municipal structures and roads will hardly bring about the desired results, so one suggestion seems to be as good as another and here it is.

The price of cove oysters is $1.00 per dozen for 5 ounce cans and $2.00 per dozen for 10 ounce cans, f. o. b. factory.

Shrimp—The shrimp pack in Alabama took a spurt this past week and the factories turned out a fair pack. This was somewhat unexpected, but it was an agreeable surprise and the packers took full advantage of the opportunity to boost up the Fall shrimp pack, which will stand a lot of boosting to bring it up to a normal pack.

In fact, if the factories would operate full time from now to the end of the year, it would not catch up the shortage.

But it does not need a normal pack any way these days and times, so a short pack is O. K. this year. This may sound like "Sour Grapes" but every one in the canning game knows too well that a short pack is healthier for the canners than a surplus one, or even a normal pack in these days of depression.

The demand for raw headless shrimp is fair and although the shrimp are not the extra large size, yet the greater part of them will grade as large shrimp.

The price of canned shrimp is $1.30 per dozen for No. 1 small; $1.50 per dozen for No. 1 medium, and $1.70 per dozen for No. 1 large, f. o. b. cannery.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Routine Business — Trade Confident Surplus Foods Will All Be Used—Peaches Attracting Most Attention — Tomatoes Only Vegetable Not Showing Strength—Spinach Holds Firm.

San Francisco, December 18, 1930.

ROUTINE—Little other than routine business is being done by canners or jobbers, and no marked activity is expected until after the first of the year, when inventories will be out of the way. Goods on order have moved out freely, according to the general reports of canners, suggesting that distribution and consumption have been progressing in an orderly manner and a resumption of business in an active way is expected in January. Unsold stocks are not excessive, and the trade is confident of a very close cleanup before the close of the season. New lists are to be brought out shortly after the first of the year, but these will show largely redrawals instead of price advances, it being the plan of the trade to keep prices at the lowest possible level. Where any advances in prces are made these will be small.

Fruits—Interest in canned fruits is centering largely on cling peaches, and so successful has been the selling campaign on this that holdings have been reduced to what is now very generally considered a normal level. List prices are being well maintained and so limited are the quantities of some sizes and grades that advances would unquestionably be made, except for the general conditions of the times. Apricots are so closely sold up that no special efforts are being made to move this line, and a complete cleanup seems in sight. The situation on pears is much the same for some time, this item being about the weakest in the list.

Tomatoes—In the canned vegetable market tomatoes are about the only item lacking definite strength. Stocks of tomatoes in first hands are not large, and canners are confident there will be a market for their holdings later in the season. Prices are a little easier than they were a few weeks ago, but no pressure to sell is being noted here. The absence of early fall rains caused the season to last longer than usual, with the result the pack was a little larger than usual with pected. Also, quality has not been of the highest, owing to adverse growing conditions, and this has had its effect on prices.

Spinach—No change in spinach prices has been noted in months, but this line is firmly held, with only a small part of the pack and holdover from the previous year still in first hands. The quality of this year's pack is declared to be the best in the history of the industry, the result of a carefully grown crop and improved methods of grading and handling. Acreage for 1931 is being contracted by canners and efforts will be made to hold the pack to the quantity that can be absorbed, or around three million cases.

Agricultural Director Resigns—George H. Hecke, State Director of Agriculture, whose future staus had become a subject of controversy in political circles, has tendered his resignation to take effect at the pleasure of Governor-elect James Rolph, Jr. In acknowledging receipt of the resignation the State Board of Agriculture lauded the director, who served under three governors, declaring that he had built up a department second to none, and that he had conducted himself in a masterful manner in agricultural crises. The Board agreed with the director that in this critical time of financial depression complete harmony must prevail. In general agricultural interests seem to favor the retention of Mr. Hecke as state director of agriculture, but there are groups bitterly opposed to him. The latter take the stand that the activities of the department in the past have been largely along he line of increased production, and that what is now needed is a policy of market development. Dudley Moulton, horticultural commissioner of San Francisco, is being mentioned for the post.

Wheat to Employ Peach Methods—J. R. McCleskey, executive director of the Economic Conservation Committee, organized in San Francisco to engineer the packing and distribution of surplus California fruit products on a cost basis to charitable institutions, is assisting in the working out of a plan for the utilization of Government wheat in relief of the destitute. While the quantities of surplus fruit actually packed and distributed this year were limited, the foundation was laid for operations on a much more extensive scale should they be needed in the future. The plan has received nation-wide attention, and is being followed out closely in the move for the use of surplus wheat.

METAL PACKAGE CORPORATION SECURES MID-WEST FACTORY AND SALES OUTLET

ANNOUNCEMENT is made of a merger of the respective manufacturing and territorial sales interests of the Fischer Can Company, Hamilton, Ohio, and the Metal Package Corporation, with sales and executive offices in New York city, Baltimore and Brooklyn.

By this affiliation of interests the Metal Package Corporation will be enabled to extend its scope of can and packaging service to offer to mid-western trade the same competent production and delivery schedule which has influenced a steadily upward growth in its trade along the Atlantic seaboard and in adjacent territory.

The consolidation brings also to the Metal Package Corporation one of the oldest and most substantial of the kindred business projects in the country. The Fischer Can Company will continue to operate the Hamilton plant, with no change of policy or general business conduct, as a division of the Metal Package Corporation. This plant represents additional up-to-date equipment, and makes available more than 150,000 square feet of floor space, offering quick facilities to the plain and lithographed general line and sanitary can consuming trade.

What Canned Foods Distributors are Doing

Discuss Canners' Bill at Washington—Western Grocer Expands—Kroger to adopt 13 month calendar year—Baking Companies not likely to be offected by bread price probe.

DISCUSS CANNERS' BILL AT WASHINGTON—Walter G. Campbell, chief of the Food and Drug Administration, presided at the general discussion of the tentative standards issued by the Secretary of Agriculture for canned peas, pears and peaches, the first of such standards to be fixed in conformance with the recently enacted McNary-Mapes amendment to the Pure Food Act, which was held in the office of the Secretary of Agriculture in Washington this week.

The meeting was attended by more than fifty representatives of the canning industry, food associations and others, as well as representatives from the Department of Agriculture and Commerce. Members of the various canners' associations, as well as members of the wholesale grocers' associations, have been extremely active in aiding the Government to draw up these preliminary standards.

In opening the meeting Mr. Campbell stressed the importance of the law and obedience to its regulations by the canners and pointed out that Congress had only the welfare of the ultimate consumer in mind when it passed the amendment. He also pointed out to the audience that the standards so far drafted by the Secretary were purely tentative arrangements and were issued only to indicate to the industry what the Government thinks necessary to differentiate between the standard and substandard foods.

He urged the various delegates to consider the standards and labeling of canned foods as a nation-wide problem rather than as purely a local affair, as the Department in setting forth such regulations does not want to impose any undue hardship on any one community.

The Department is in favor of designating sub-standard canned foods in the following manner: "Below U. S. Standard, Legal—Wholesome." The representatives did not concur in approving this label, however, several of them putting forth the claim that the last two kords tended to give the consumer the impression that the Department approved of the goods.

Although many substitutes were offered by the various representatives, the one offered by the National Canners Association seemed to set forth the sub-standard label in a manner that was more pleasing to the various organizations interested in the question. The slogan set forth by this organization suggested that the terms be negative, such as "Not Illegal—Not Unwholesome." Many of the delegates who expressed their views favored the use of the term "Below United States Standard Grade," this term to be placed on the label in a prominent position.

Arthur B. Williams, who attended the meeting as a representative of the National Wholesale Grocers Association, pointed out that the term "Below United States Standard" is sufficient warning to furnish ample protection to the buying public, and to further mark this grade would tend to glorify it in the eyes of the public.

In answer to these objections, however, Mr. Campbell pointed out the danger of eliminating the second notation, as this would probably result in widespread public belief that the article had been outlawed by the Government.

While some dissatisfaction with the tentative standards drafted was expressed by the various representatives, the delegates in most cases decided to wait until the coming convention of the canning industry is over before submitting their objections in statements to the Department.

One suggestion that was stressed by those attending the meeting, however, was that the Department adopt the so-called "score card" method of grading peas now in widespread use throughout the industry rather than the method set forth in the tentative standard. Objection to the canned pears standards was about the only serious protest made by the delegates. It was stated that the tentative standards for this item, should they be made part of the regulations, would practically eliminate the Kiefer pears from being used for canning purposes. According to several of those objecting to the proposed standards, they have been drawn up in such a manner that only the Bartlett pears would conform with the regulations.

The Department will allow the attending representatives ample time to file their briefs and statements setting forth any suggestions or objections to the standard. These will be considered by the Department of Agriculture in taking any action towards revision of the proposed standards.

Western Grocer Expands In Iowa Territory—While the net profit of the Western Grocer Company, one of the largest wholesale grocery houses in the Mid-West territory, for the six months ending December 31, next, will probably drop below the level set in the corresponding period in the previous fiscal year, the outlook for the year ending June 30, 1931, presents a better view of the company's prospects.

The company shows a net profit for the six months ending December 31, 1929, after all charges and Federal taxes, of $199,409, equal, after dividend requirements on 10,000 shares of 7 per cent cumulative preferred stock outstanding, to $1.57 per share on 105,000 shares of $25 par value common stock outstanding. Net profit for the vear ended June 30, 1930, totaled $353,510, equal, after the necessary preferred dividend payments, to $2.70 a share on the common stock. While no figures have been released as yet for this year, it is estimated that the net for the first six months of the fiscal year ending June 30, 1931, will show only a slight drop from the same period in the previous fiscal year, and this drop will more than be made up in the second six months' earnings.

Favorable expectations of the second six months' net is based on the fact that about 900,000 cases of canned foods, out of a total pack of approximately 1,750,000 cases, which have been sold for future delivery, must be carried in inventories with consequent interest charges. The company's contracts for future delivery allow purchasers until January 15, next, to take delivery on the first part of their orders, and until June, next, to close out the balance. This practice on the company's part of making future sales required the closing of sales last August.

Western Grocer approaches the end of the first six months of its fiscal year with more sold goods undelivered than in previous corresponding periods. During the current fiscal year the company's canning volume will show an increase over that of the previous fiscal year. The corn pack will show a slight increase over that of a year ago, despite the drought last summer, and the tomato pack will show a considerable gain on the level set in the 1929 season.

The company's wholesale business is currently being carried on at a slight profit, although the wholesale trade in its territory has generally been subject to losses in operations. The bulk of the earnings, however, is derived from the company's canning business. An established market for approximately 85 per cent of its total output has been up with the jobbers in the territory. The remainder of the pack is mostly sold under the company's own brands.

The recent purchase of the C. C. Prouty Company, of Des Moines, Iowa, has greatly strengthened the position of the Western Grocer Company in the Iowa wholesale grocery field. The C. C. Prouty Company, which was purchased for approximately $250,000, has estimated gross annual sales of $5,000,000, and has had a record of continuous payment of dividends for the past 36 years. This purchase gives Western Grocer a foothold in the grocery business in Southwestern Iowa, where it previously had no branches at all. C. C. Prouty was a leader in the grocery business in that territory, and now that this company has been taken over by Western Grocer, it is reasonable to assume that the earnings will continue at the same level as when the company was independent.

Kroger To Adopt 13-Month Calendar—The Kroger Grocery and Baking Company will hereafter operate on a thirteen-month calendar. Starting Monday, January 5, 1931, the company will operate under thirteen periods of four weeks each, each period to consist of 28 days.

Each ordinary year has one extra day, and leap year two days, over the calendar year. These extra days will be allowed to accumulate, and every fifth to sixth year will be absorbed by inserting an extra week in the thirteen-month calendar. This will

mean that only twice in seventeen years will it be necessary to make allowance because the thirteenth period is not comparable.

Baking Companies Not Likely To Be Affected by Bread Price Probe—The current investigation being made by the Department of Justice into the wide spread between the cost of the raw material and the cost of the finished loaf of bread is unlikely to seriously affect the business of the large baking companies. Bread prices are at their lowest levels in over ten years and price-cutting continues to be the rule rather than the exception. It is extremely likely that the recent reductions in the prices of bread more than reflect any decline in flour or any other raw materials.

Included in the more than 20,000 bakeries serving the country are those of the chain grocery store organizations which sell bread as low as five and six cents a pound loaf. The public thus has the opportunity to purchase bread at varying levels. Standard brands of bread have been sold at reasonably steady prices, as have all trade-marked goods. Even among the trade-marked brands, however, a number of adjustments both in prices and in the weight of the loaf have been made to give the consumer the benefit of the reductions in the cost of the basic commodities necessary for the manufacture of bread.

Contrary to the common belief, flour is responsible for only about 20 per cent of the cost of bread, the remainder of the cost being other materials, labor and delivery expense. Flour was off approximately $3 a barrel from the high prices of last year at its recently established lows. Inasmuch as the majority of the baking companies did not determine their former costs and selling prices on the peak prices of flour, there is no method of calculating them on their present low prices.

A fairly even average cost on the purchase of flour is maintained by the majority of bakers. Consequently the price of flour is down about $1.25 a barrel below the level set last year. Since the outlay for flour comprises 20 per cent, or 2 cents, of the total cost of a loaf of bread retailing at 10 cents, a drop of a cent a pound in bread makes an allowance for a decline of approximately 50 per cent in that raw material The reductions actually made already, however, run from 2 to 3 cents a pound, in some localities.

The major baking companies—Purity, Continental, General and Ward—have been endeavoring to keep prices to some extent on a fixed basis, backed by nation-wide advertising. They have been partially successful in their efforts, although in several cases they have either cut the price of bread or increases the size of the loaf.

In spite of the unfavorable business conditions that have prevailed throughout the country, it is probable that these companies will show satisfactory earnings at the end of the year. Profits showed a sharp drop in the last quarter of 1929 and the first quarter of this year, due to the high price of flour and the decline in the volume of business as a result of the general unsettled trade conditions. During the greater part of the current year, however, they have maintained a normal percentage of profit.

News Around The Industry

The doings of canners and others in all sections of the country — A family chat of every day happenings.

To Attend National Convention—The California Canneries Company, San Francisco, will be represented at the National Canners Convention in Chicago, January 19th to 23rd, by John L. Jacobs, general manager; Robert D. Frey, domestic sales manager, and H. H. Schlotzhauer. Their headquarters will be at the Stevens Hotel, where they will be pleased to greet their numerous friends of the grocery trade.

Making a Change—The many friends of Mr. D. M. Hathaway, who has been with the Sears & Nichols Corporation for some little time, will be interested to learn that he is making a change, and will be connected with W. J. Warren & Co., Inc., Lewes, Del.

New York Exporter Visitor—William Van Bokkelen, exporter and steamship owner of New York, was a recent visitor in San Francisco to make purchases of California products, including canned and dried fruits. His California purchases this year amounted to more than $5,000,000.

May Can Reindeer—Carl J. Lomen, known as the reindeer king of Alaska, is in San Francisco in connection with plans for increasing the consumption of reindeer meat in the States. Shipments of frozen carcasses have increased from 76 in 1919 to 20,000 in 1929. Plans for canning reindeer meat have been under consideration.

Promoted—S. P. Harter, of San Francisco, general sales manager of the Pacific Coast division of the Sego Milk Products Company, has been elected vice-president and general manager of the company at a meeting of the directors held at Salt Lake City. He succeeds Roy Bullen, who passed away a short time ago.

Heating Warehouse—The F. E. Booth Company, of San Francisco, was one of the first large industrial concerns to take advantage of natural gas service when it first became available in Northern California, and is making further improvements at its plant at Pittsburgh, in which this fuel will have a place. Plans have been completed for the installation of a gas heating system for the warehouse to eliminate the sweating of cans. Natural gas is already in use in the cannery for the operation of boilers and cookers, and is proving more economical than fuel oil.

Back from Hawaii—Carl G. Preis, chief engineer of the American Can Company, has returned to the mainland from Hawaii, where he has been superintending the construction of the company's sixth plant there. During 1930 the Hawaiian pineapple industry made use of 310.000.000 cans, and by 1932 will be using over 500,000,000, it is estimated.

Collecting Revenue—A. H. ("Bert") Tarleton, for years secretary of the Association of Hawaiian Pineapple Canners, Honolulu, T. H., and one of the best versed men on the pineapple industry, is now collector of internal revenue, District of Hawaii. The new post has not takeken from him any of his love for the natural beauty of the islands, nor dulled his artistic genius, as is evidenced by his Christmas card, "Tropic Gray," a delightful photographic study.

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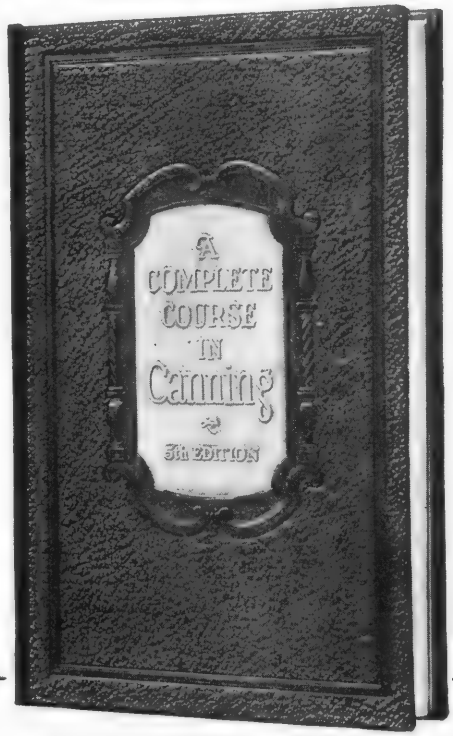

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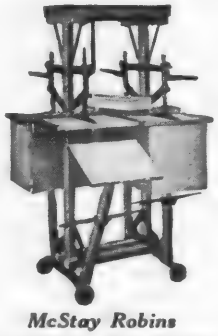

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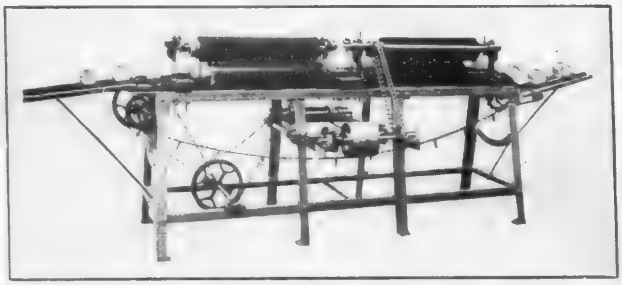

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Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

HOT!

Warden—Have you any last requests to make before I turn the current on?

Convict—Yes. What is the weather report for tomorrow?

NO DUDES HERE

He—Do you think my father will object to your suit?

She—I don't see why he should; he wears one almost as bad.

GOSH, WHAT A FIB!

Pat was arrested for being intoxicated. On being brought before the judge he was asked by the court what he was there for.

Pat—Your Honor, I was arrested for being intoxicated.

Judge—Pat, where did you buy the liquor?

Pat—Your Honor, I did not buy it. A Scotchman gave it to me.

Judge—Thirty days for perjury.

MERITED PPOMOTION

"What became of your secretary "

"I married her and now she's my treasurer."

BRIGHT LITTLE WILLIE

Teacher—Now, Willie, if James gave you a dog and David gave you a dog how many dogs would you have?

Willie—Four.

Teacher—Now, dear, think hard. Would you have four if James and David each gave you one?

Willie—Yep. You see, I got two dogs at home now.

A STAPLE COMMODITY

Small Brother—Ha, ha! I saw you kiss Sis.

Suitor (hurriedly)—Er—ah, here's a quarter.

Small Brother—And here's ten cents change. One price to all, that's the way I do business.

YES, WE HAVE NO BANANAS

Clerk—This rain will help the farmers.

Mrs. O'Brien—Sure, an hour of this will do more good in five minutes than a month of it would do in a week at any other time.

CAN'T SURPRISE 'EM

"No gentleman ever kisses a girl by surprise," a judge says.

"No, sir. Most of us only think we do."

INFERENCE

The school inspector prepared to give the children an intelligence test.

"Now, children, close your eyes."

This inspector made a noise like a dog panting.

"Now open your eyes and tell me what I was doing."

"Kissing teacher," came the reply from one of the boys in a back seat.

WHERE TO BUY

—— the Machinery and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

CORRUGATED FIBRE SHIPPING CASES.
Hinde & Dauch Paper Co., Sandusky, O.

ADHESIVES, Pastes and Gums.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BEAN SNIPPER.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Edw. Ermold Co., New York City.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
Hinde & Dauch Paper Co., Sandusky, O.

BOX (Corrugated) SEALING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
Westminster Machine Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Howard E. Jones & Co., Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Gravity, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper

CORKING MACHINES.
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. See Corn Cooker-Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, etc.).
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Strasburger & Siegel, Baltimore.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers
Filling Machines, Bottles. See Bottlers' Mchy

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.
Fruit Presses. See Cider Makers' Machinery
Gasoline Firepots. See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Generators, Electric. See Motors.

WHERE TO BUY---*Continued*

GLASS-LINED TANKS.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.
Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.
Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Westminster Mach. Works, Westminster, Md.

LABEL MANUFACTURERS.
H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.
The Scott Viner Co., Columbus, O.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machine. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Corrug. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
Edw. Ermold Co., New York City.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
F. H. Langsenkamp Co., Indianapolis, Ind.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.
Fred H. Knapp Corp., Ridgewood, N. J.

Sanitary Cleaner and Cleanser. See Cleaning Compounds.
Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottle. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

SIEVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Pea. See Cleaning and Grading Mchy

SPEED REGULATING DEVICES (for Machines. Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New York City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.
STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Picking. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

TELEPHONE, TELEGRAPH, Quick Service.
Amer. Telephone and Telegraph Co.—Everywhere
Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE.
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottle. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetable.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

WYANDOTTE, Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
Automatic Disc-feed

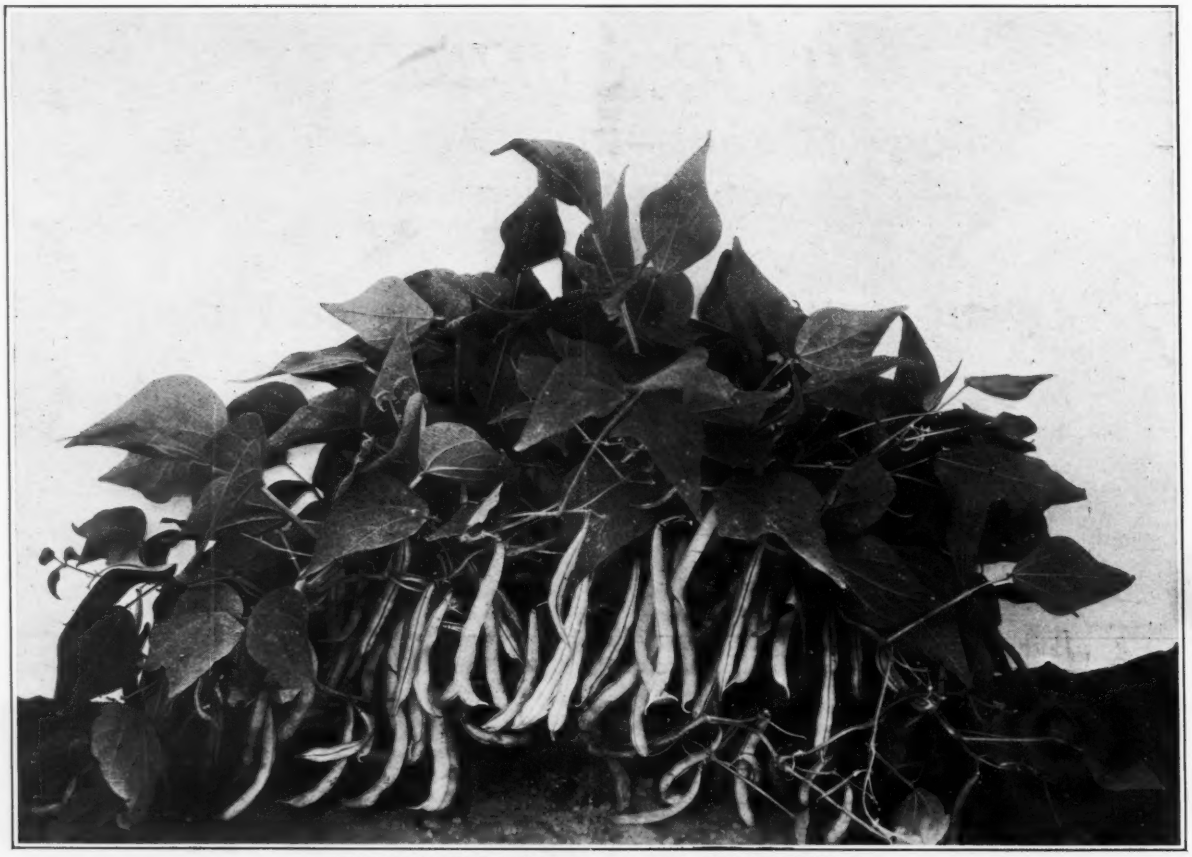
FOR

Syruping Fruits and for Liquid Filling

E. J. JUDGE

P. O. Box 238 ALAMEDA, CALIF.

DEPENDABLE SEED



THE KEENEY STRINGLESS GREEN REFUGEE BEAN

The Stringless Green Refugee Bean was originally developed and introduced by Calvin N. Keeney. Through many generations of breeding we have improved and fixed its type until it is now a leader among Canning varieties. In productivity, and attractiveness of pods, as well as earliness, when compared with any other stock we have seen, our stock is outstanding.

WE OFFER YOU SEED BRED FROM THE FIRST INTRODUCTION

Associated Seed Growers, Inc.

Comprising

The Everett B. Clark Seed Co. John H. Allan Seed Co. N. B. Keeney & Son, Inc.

Breeders and Growers of Seeds For Canners

New Haven, Connecticut

PRODUCTION BRANCHES IN TEN STATES